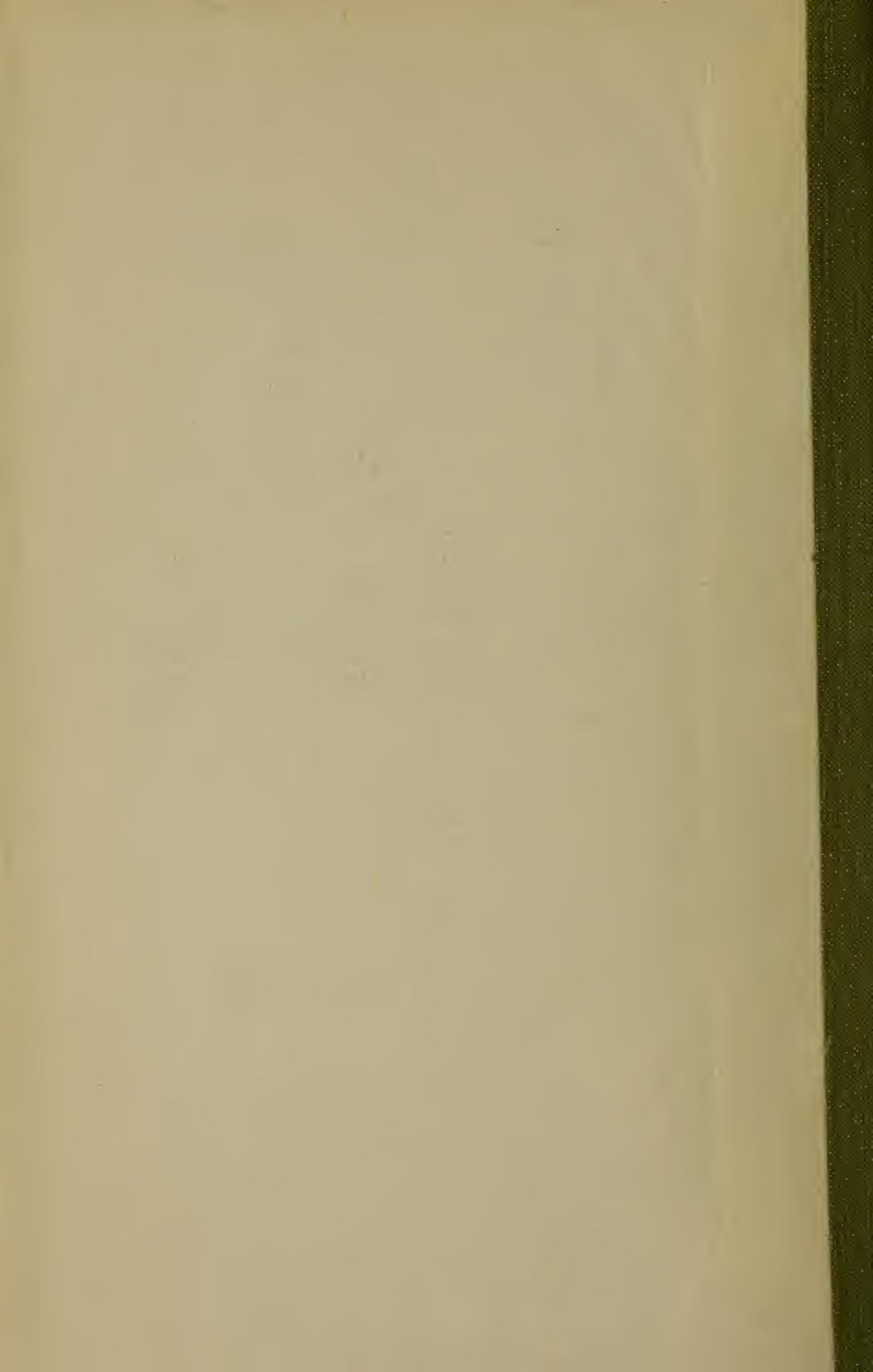


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# Commercial Intelligence Journal

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## TABLE OF CONTENTS

	Page		Page
Mr. Barré's Itinerary in Canada . . .	1	Timber Trade of New South Wales..	20
Wheat Import Trade of China in 1931	1	Apple and Pear Production in Aus-	
Market for Leather in Central and		tralia . . . . .	20
North China . . . . .	4	Flour Imports of Cuba . . . . .	21
Market for Paper Bags in Hongkong		Situation in Denmark . . . . .	21
and South China . . . . .	12	Trade of Greece, January to March..	23
Senega Root Marketing Conditions in		Trade of Jugoslavia in 1931 . . . . .	24
Japan . . . . .	13	Import Trade of Brazil in 1931 . . . . .	25
United Kingdom Trade Conditions..	13	Exchange Regulations in Hungary..	30
Wheat Quota Act of the United King-		United Kingdom Merchandise Marks	
dom . . . . .	14	Act . . . . .	31
Summary of the Trade of Canada:		Tariff Changes, Etc. . . . .	31
May . . . . .	16	Trade Inquiries . . . . .	35
South Wales Pitwood and Pitprop		Foreign Exchange Quotations . . . . .	36
Market . . . . .	17	Proposed Sailings . . . . .	37
Australian Financial and Commercial		Commercial Intelligence Service . . . . .	39
Conditions . . . . .	17		

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## MR. BARRÉ'S ITINERARY IN CANADA

Mr. Hercule Barré, Canadian Trade Commissioner in Paris, will visit the following cities in the course of the tour which he is making in the interest of Canadian trade with France:—

Winnipeg . . . . .	July 4	Toronto . . . . .	July 28 to Aug. 4
Vancouver . . . . .	July 8 to 15	London . . . . .	Aug. 5 and 6
Victoria . . . . .	July 16 to 18	Hamilton . . . . .	Aug. 8
New Westminster . . . . .	July 19		

Canadian firms desirous of being brought in touch with Mr. Barré should communicate, for Winnipeg, Toronto, and cities in British Columbia, with the office of the Canadian Manufacturers' Association; and for London and Hamilton, with the Chamber of Commerce in these cities.

## WHEAT IMPORT TRADE OF CHINA IN 1931

BRUCE A. MACDONALD, ASSISTANT TRADE COMMISSIONER

Shanghai, May 26, 1932.—Official statistics covering China's wheat imports in 1931 have just been made available, and a review of the trade during the year is therefore possible. The year proved to be the most momentous since the trade commenced in 1921. The most striking feature was the amount of the total imports, which reached 1,500,000 tons, or 50,000,000 bushels. This was nearly eight times the imports of 1930 and four times those of the largest previous year, 1929. The value exceeded 87,000,000 Haikwan taels (nearly gold \$30,000,000), and it is safe to assume therefore that in 1931 wheat became one of the three most important of China's import commodities. It is also apparent that China has become one of the major wheat markets of the world, for the

amount purchased by her is equal to one-fourth of Canada's total wheat exports in the year under review. The other features of the year were:—

(1) The sale on credit of 450,000 tons of wheat (with the privilege of supplying 50 per cent as equivalent in flour) by the Grain Stabilization Corporation of the United States Farm Board to the National Flood Relief Commission of China, payment guaranteed by the Nanking Government.

(2) The increase in the dominating position which Australia obtained in this market in 1930 as a result of her currency discount.

(3) The shipment to China of Russian wheat for the first time in history.

(4) The further decline of Canada's relative share of the trade due to Australia's favoured position.

(5) A greatly increased interest in the wheat trade on the part of both exporters abroad and importers in Shanghai.

#### REASONS FOR THE INCREASED IMPORTS

The chief factors causing these huge imports were:—

(1) The extraordinarily low price of wheat in general and of Australian supplies in particular, plus continued low freights, which made the landed Shanghai cost the lowest on record.

(2) The fact that silver's great decline lost its full impetus at the opening of the year, and after reaching a low for all time in February, remained steady or slightly higher for the balance of the year.

(3) The failure of China's domestic wheat supply in the Yangtze Valley as a result of the disastrous floods, and, allied to this, the great need of food-stuffs as a result of flood damage to other food crops, such as rice, in the flooded areas.

(4) The American Farm Board's sale on credit, about 90,000 tons of which arrived within the latter part of the year.

(5) A factor of great significance, although one most difficult to assess, has been the growing liking for wheat food products on the part of the Chinese.

#### TEN-YEAR GROWTH OF THE WHEAT TRADE

The following table shows the imports of wheat during the ten years since 1921, when the trade commenced:—

Year	Short Tons	Bushels	Gold \$
1921.. . . . .	5,400	180,000	299,400
1922.. . . . .	58,000	1,931,400	2,538,000
1923.. . . . .	173,000	5,760,900	7,276,900
1924.. . . . .	367,000	12,221,100	15,322,800
1925.. . . . .	51,800	1,724,900	2,520,900
1926.. . . . .	277,100	9,227,400	13,653,600
1927.. . . . .	112,700	3,752,900	4,868,400
1928.. . . . .	60,200	2,004,700	2,370,600
1929.. . . . .	377,600	12,574,100	13,715,700
1930.. . . . .	184,200	6,133,900	5,902,100
1931.. . . . .	1,518,600	50,618,600	29,804,300

For earlier figures see the report on the "Wheat Trade of China: Canada's Participation," in *Commercial Intelligence Journal* No. 1427 (June 6, 1931).

#### ORIGIN OF IMPORTS

The following table shows the share of the trade held by the three chief supplying countries, Canada, United States, and Australia, 1921-31 inclusive:—



Year	Hk. T. Exch.	Canada			United States			Australia		
		Short Tons	% of Total	Total Value G\$	Short Tons	% of Total	Total Value G\$	Short Tons	% of Total	Total Value G\$
1921. . . . .	.76	....	....	....	4,832	89.1	206,260	....	....	....
1922. . . . .	.83	499	0.9	20,801	53,388	91.7	2,330,392	4,223	7.3	183,721
1923. . . . .	.80	19,869	11.5	908,406	134,046	77.5	5,548,750	19,070	11.0	817,575
1924. . . . .	.81	144,219	39.3	5,638,514	142,254	38.8	6,121,993	78,493	21.3	3,472,191
1925. . . . .	.84	42,672	82.3	2,062,950	7,413	14.3	359,423	....	....	....
1926. . . . .	.76	205,094	74.0	9,899,703	41,884	15.1	2,167,505	29,645	10.7	1,558,744
1927. . . . .	.69	87,446	77.6	3,745,656	25,216	22.4	1,112,873	....	....	....
1928. . . . .	.71	52,653	87.5	2,065,516	7,550	12.5	304,883	....	....	....
1929. . . . .	.64	282,979	74.9	9,873,958	27,691	7.3	1,082,212	66,304	17.6	2,736,568
1930. . . . .	.46	64,033	35.0	2,168,873	37,130	20.0	1,119,470	82,974	45.0	2,613,355
1931. . . . .	.34	220,372	14.5	4,976,039	272,792	18.0	4,835,504	991,939	65.3	19,409,308

Russia.—To the figures given above for 1931 must be added 32,000 short tons (1,076,600 bushels valued at roughly gold \$557,000) of Russian wheat imported during the last half of the year. Although the shipment of this wheat aroused great interest at the time, it is not considered a serious threat to the position held by the three leading countries, inasmuch as Russia will probably find Europe a more advantageous market for years to come. As reported in *Commercial Intelligence Journal* No. 1448 (September 27, 1931), the business was done by a purely Chinese import firm in Shanghai which has close connections with the Russian export authorities. An important factor in the consummation of this business was the fact that the Soviet authorities accepted an ordinary letter of credit instead of demanding the usual irrevocable letter of credit without recourse, thus enabling the local import firm to finance the shipment.

Australia.—The above table shows in striking fashion the enormous increase in Australian shipments. As a matter of fact the increase in Australian shipments over 1929, the largest previous year, accounted for more than 85 per cent of the increase of imports from all countries during the same period. This was due for the most part, of course, to the discount prevailing on Australian funds, although, in addition, Australia seems to have adopted a policy of clearing her wheat as fast as possible and of concentrating on the Orient as a market. It is worth while noting, however, that even if Australia had not shipped a single bushel, the remaining imports of wheat during 1931 would still have been 40 per cent greater than the largest previous year, viz., 1929.

United States.—Shipments from the United States were roughly double those of the two largest previous years, 1923 and 1924, but of the total of 272,000 tons, about 90,000 tons were effected under the American Farm Board arrangement, leaving only about 180,000 tons through regular channels.

Canada.—In spite of the fact that Canada's relative share of the trade was only 14.5 per cent, the actual shipments were the second largest in history, being exceeded only in the record year of 1929.

DIRECTION OF IMPORTS

The following table shows in short tons the imports by ports during the past three years. The figures in the second column indicate the approximate distance in miles of each Yangtze port up that river from Shanghai:—

Port	Miles from Shanghai	1929	1930	1931
Figures in Short Tons (2,000 Lbs.)				
Shanghai. . . . .	...	364,272	159,400	1,307,647
Chinkiang . . . . .	150	....	7,680	34,322
Nanking . . . . .	200	....	12,318	62,473
Wuhu. . . . .	275	....	....	560
Kiukiang . . . . .	450	....	....	1,464
Hankow . . . . .	596	5,507	....	82,100
Yochow . . . . .	700	....	....	338
Total Yangtze ports . . . . .	...	369,779	179,398	1,488,904
Tsingtao . . . . .	...	8,041	2,310	16,328
Tientsin. . . . .	...	....	....	13,100

As in all other years, Shanghai handled practically all wheat imports. However, wheat was shipped to more of the Yangtze River ports than usual, due to the activities of the Flood Relief Association in distributing the American Farm Board shipments. There are mills at Hankow, Nanking, and in the Chinking area which do purchase small parcels of foreign wheat from time to time, but their business is all handled by import firms in Shanghai.

Increased interest was noted in Tientsin during the year, and it is possible that this port, and possibly Tsingtao, will become important buyers eventually.

Until 1929 the trade was confined to four Shanghai firms, of which one is British, one Danish, and two Japanese. The large imports in 1929 attracted the interest of a number of other firms, but as 1930 was a year of small shipments, few, if any, actually handled any cargoes. But when the trade became active in late 1930 even greater interest was manifested, and this office had interviews with nearly twenty firms interested in taking up the business. None of these had had any previous experience in the trade, and many had insufficient financial resources to enter it, but during the past year five or six of them actually did business ranging from one to eight cargoes. The great bulk of the shipments were, however, handled by the four firms who have been long in the trade, although their monopoly is likely to be invaded from now on.

Among exporters abroad greatly increased interest in the China trade was also manifested. Both of the two world-wide wheat organizations sent senior officials to Shanghai, who remained for some time investigating the possibilities here. And one of the largest Canadian grain firms sent an executive who made a thorough study of the possibilities and completed arrangements to engage in the China c.i.f. trade. In so far as Canada is concerned, all the exporters have now one or more good connections in this country, and there is little doubt that Canadian wheat will regain its old position in this market as soon as the artificial advantage which Australia now enjoys is removed.

## MARKET FOR LEATHER IN NORTH AND CENTRAL CHINA

BRUCE A. MACDONALD, ASSISTANT TRADE COMMISSIONER

### I. General

Shanghai, May 30, 1932.—Following the serious curtailment of shipments of leather from the Dominion to the United States, due to upward tariff revisions in 1929, the interest of Canadian tanners in the China market has been quickened. Unfortunately, the quickening of such interest almost exactly coincided with the entrance of several adverse factors affecting trade in this territory: (1) the decline in value of silver, (2) increased domestic production, (3) the discount on Australian funds, and (4) higher tariffs. In addition, Canadian producers entering the field have found their competitors already firmly established; the advantage of an established brand, or "chop," in China is too well known to require emphasis. Most important also is the fact that competitors have secured as representatives the best of the limited number of foreign merchant and indent houses in this territory who can handle leather adequately. Control of the market is divided among the leading countries roughly as follows: in sole leather, Australia, the United States, and Singapore; in upper leathers, the United States and Continental countries, particularly Germany (one American firm practically controls the patent leather business and Germany dominates almost exclusively the trade in black calf leather); in leather belting, the United States, Great Britain, Germany, and Japan; and in other manufactured leather lines, the United States and Great Britain for highest quality, and Germany and Japan for the cheaper lines. Japan is an important factor in the lower grades of practically all leather lines.



In recent years there has been a perceptible increase in the use of leather shoes by both sexes of the Chinese population when they can afford it, even when native style dress is retained in other respects. In addition, the use of other articles of leather, such as suitcases, purses, bags, etc., is increasing. Of a total Chinese population of 450,000,000, probably 300,000,000 live in what is known as North and Central China, or roughly all of China north of Foochow, but not including Manchuria. Of these possibly from 3 to 5 per cent, or say from 9,000,000 to 15,000,000, are economically able to purchase footwear and other articles of leather. Even now, however, imports of leather and products thereof run into millions of dollars, and may be expected to increase in the not too distant future. In addition, the developing domestic industry catering to the needs of the large Chinese colonies abroad, especially in the Southern Pacific areas, who have a per capita purchasing power much greater than the average Chinese at home, will probably absorb large quantities of unmanufactured leather; and the growth of consumption in certain lines, notably belting, will inevitably be considerable as industrialization proceeds.

On the other hand, competition is keen. That from the domestic industry will undoubtedly become increasingly severe in many lines, and therefore, before considering the import trade, it will be useful to review briefly the present position of the domestic tanning industry and the probable effect of its future development on importation.

#### EXPORTS OF HIDES FROM CHINA

At the present time, Germany, Japan, Italy, Great Britain, France, the United States, and Spain are the largest importers of hides from China. Hankow is the great centre of the trade, with other Yangtze ports, Tsingtao and Tientsin, important also, and Shanghai handling a great part of the actual shipping. According to the statistics of the China Maritime Customs, total exports of hides for the calendar year 1930 amounted to 13,400 tons (G\$3,433,000) as compared with 22,500 tons (G\$7,978,000) in 1927.

#### DOMESTIC TANNING INDUSTRY

Apparently the Chinese have never developed any great skill in the manufacture of leather, although production by primitive methods is said to have been carried on for several centuries. Tanning with mangrove bark is extensively used. Considerable progress along modern lines has been made within the past decade. The heavy decline in the price of silver, which set in during 1929 and continued during the following two years, and the imposition of higher duties on imports has given additional encouragement to the industry.

The development of this industry has naturally centred at Shanghai, where there are now about a dozen modern tanneries with an annual production valued at Mexican \$5,000,000 (about G\$1,250,000), and 200 small plants with an estimated production value—almost wholly coarse sole leather for the manufacture of Chinese shoes and other cheap articles—of about the same figure. This is largely true of the modern factories also, but the quality of their output is better, and a number of them have turned to the manufacture of upper leathers also, but, it is stated, with indifferent success. The largest concern has a capital of Mexican \$800,000 (about G\$200,000), employs about 100, and operates a shoe factory in conjunction with its larger activities. Two of the most important tanneries are owned by Japanese, one of them being the largest in China, with a capital of Mexican \$2,000,000 (about G\$500,000), a pay-roll of 200, and an annual production of Mexican \$1,000,000 (G\$250,000).

The outbreak of Sino-Japanese hostilities caused the Japanese tanneries, and also those Chinese tanneries which were located in the war area, to cease

operating. About half of the most important of the latter were so affected, being situated in the Kianwan district, and it is reported that several, including one of the largest and most modern, were destroyed. It is too early to know just how great has been the setback to the native plants, or what the ultimate position of the Japanese producers will be. In any case, the local industry has undoubtedly suffered a severe blow, but one which the widespread paralysis of all business has prevented from being of much advantage to foreign leathers at the moment.

#### LEATHER MANUFACTURING

Practically every common article of leather is now being manufactured in Shanghai by either Chinese or foreign firms, including leather suitcases, valises, billfolds, manicure sets, purses, bags, etc., and, of course, every type of footwear. Although the quality of most of these articles does not compare with that of foreign products, except in the cheaper lines, the prices are in all cases very low, at times amounting to only a fraction of the cost of imported articles.

#### IMPORTS OF FOREIGN LEATHER

The total value of imports into China of leather and leather products for the year 1931 was G\$2,278,000 as against G\$3,138,000 in 1930 and G\$5,667,000 in 1929. There was a gradual decline from 1925 until 1929, due almost entirely to the declines in imports of sole leather resulting from the gradually increasing domestic production of this type. The accentuated decline in 1930-31 has been due to all of the adverse factors previously mentioned.

#### SOLE LEATHER

In spite of the fact that imports in 1931 were only a third of those in 1925, this is still the most important of all leather items, and even in 1931 5,065,000 pounds, valued at G\$772,000, were imported as against 6,500,000 pounds (G\$1,176,000) in 1930, and 10,758,000 pounds (G\$2,773,000) in the previous year. Sources of supply in 1930, the latest year for which detailed statistics are available, were as follows (figures for 1929 in parentheses): Australia and New Zealand, 680,000 pounds (280,000); Hongkong, 427,000 pounds (5,732,000); British India, 307,000 pounds (96,000); Singapore, 291,000 pounds (237,000); Japan, 287,000 pounds (1,059,000); Germany, 260,000 pounds (667,000); and the United States, 59,000 pounds (1,386,000). There is no way of proportioning the figures referring to Hongkong, which, of course, cover for the most part imports from the other countries given, especially Singapore and Australasia. However, it appears that considerable quantities of sole leather actually manufactured in the British colony are now being sold in China proper. Among Chinese ports Shanghai holds a dominant position in this trade, followed by Tsingtao, Hankow, and Tientsin, which brings out clearly the result of the adverse conditions prevailing since 1929—purchases by this one port having declined from nearly 3,500,000 pounds in that year to 840,000 pounds in 1930. Figures for 1931 will probably register a further decline.

#### CALF, KID, AND COW

Imports of leather under this heading, which include patent, were increasing gradually until the adverse conditions set in in 1929. The extraordinarily large figures for Hongkong are due to the fact that North and Central China do not provide as large a market for these types of leather as does South China, and it is South China which is served predominantly by Hongkong. Total shipments in 1930 amounted to 438,000 pounds (G\$716,000) as compared to



1,373,000 pounds (G\$1,217,000) in 1929. Shipments were received principally from the following sources, comparative figures for the preceding year being given in parentheses: Hongkong, 104,000 pounds (733,000); Japan, 96,000 pounds (165,000); Germany, 88,000 pounds (47,000); United States, 84,000 pounds (99,000); and British India, 20,000 pounds (183,000).

#### LEATHER BELTING

Leather belting was imported in 1931 to a total value of G\$383,000 as compared with G\$610,000 in 1930 and G\$828,000 in the preceding year. Detailed figures for 1930, the latest available, show the United States as the principal supplier with G\$202,000 (G\$308,000 in 1929); followed by Japan, G\$154,000 (G\$135,000); Great Britain, G\$140,000 (G\$188,000); Germany, G\$72,000 (G\$133,000); and the Netherlands, G\$18,000 (G\$18,000).

#### LEATHER BOOTS AND SHOES

Total imports under this heading amounted in 1931 to 44,000 pairs (G\$54,000) as against 64,000 pairs (G\$124,000) in 1930, and 94,000 pairs (G\$182,000) in 1929. Shipments by volume credited to the principal suppliers for 1930, with comparative figures for the preceding year, are as follows: Great Britain, 20,000 pairs (19,000); Hongkong, 17,000 pairs (20,000); Japan, 14,000 pairs (27,000); the United States, 5,000 pairs (4,000); and Germany, 3,000 pairs (10,000).

Some mention of this trade will be made hereafter, but it may be said here that there are no possibilities for Canadian manufacturers at present. The imports credited to Canada are misleading, the Maritime Customs having presumably attributed to Canada imports from the United States via Vancouver. This is borne out by official Canadian statistics which show a movement in 1930, for example, valued at only G\$383, whereas the China figures indicate a value of G\$2,567.

#### IMPORTS OF LEATHER ARTICLES AND LEATHER N.O.P.

It is difficult to know what is included under this heading, but the range of goods is undoubtedly very wide, although the business in each item is negligible. The total value of imports of leather articles imported in 1930 is given as G\$81,000 as compared with G\$102,000 and G\$129,000 respectively for the two preceding years. Of the 1930 total Japan is credited with G\$61,000 (G\$74,000 in 1929); followed by the United States G\$16,000 (G\$17,000); Great Britain, G\$10,000 (G\$12,000); and Hongkong, G\$8,000 (G\$10,000).

Importations of hides and leather n.o.p. in 1930 totalled G\$410,000 as against G\$538,000 in 1929. The chief sources of supply, with comparative figures for 1929 in parentheses, were as follows: Australia and New Zealand, G\$183,000 (G\$102,000); United States, G\$147,000 (G\$238,000); Japan, G\$98,000 (G\$164,000); Hongkong, G\$84,000 (G\$84,000); and Great Britain, G\$47,000 (G\$13,000).

#### TRADE WITH CANADA

According to Dominion Bureau of Statistics figures, Canadian leather sales to all China for the years 1927 to 1931 have averaged only \$22,000 per annum. The China Maritime Customs returns, classified under different headings and covering calendar years, give an even smaller figure, less than G\$12,000, but this amount is in all probability too low since some Canadian firms have been selling to this market through American export houses in New York and San Francisco.

## II. Market Requirements and Opportunities

### UPPER LEATHER

Upper leather presents the greatest possibilities, imports into this market at present ranking second to sole leather, and it is in this field that foreign supplies will be least affected by the Chinese domestic industry.

Canadian exports of upper leather to all China have been very small, amounting in 1931 to \$5,225, and it is probable that this figure was made up for the most part of the patent leather of one Canadian firm.

*Patent Leather.*—United States suppliers at present control at least 90 per cent of the trade, which is for the most part in the hands of one firm, although there are a number of other brands on the market. Wholesale and retail business in patent leather, as in all other upper leather, appears to be in the hands of very small dealers who, having limited capital, are constantly affected by market fluctuations, and as a result difficulties are frequently experienced in securing payment and meeting claims. The sole leather dealers, on the other hand, seem to be a much stronger group.

The increased cost of imported supplies during the past several years has practically eliminated A and B grades, all sales now being in C, D, and the lower grades known as DD or DX, and it is almost impossible to sell even the C grade at the moment. Chrome tan skins of small size and of light medium weight are most in demand. Black has had much the greatest sale, but the demand for colours appears to be growing.

It is difficult to say whether the degreased or non-degreased type has the better prospects in this market. It appears that the process of extracting the natural grease from the leather and then adding a composition polish makes for the production of a bright and highly polished surface which is very attractive to the Chinese. On the other hand, leather of this type appears to have a tendency to crack. The American brand which dominates this market appears to be of the non-degreased type. It has not the high polish of other brands, but enjoys a reputation for not cracking, and it is to this that its representatives in this market attribute its steady popularity.

*Calf Leather.*—In this trade black calf leather is pre-eminent, and Germany appears to control at least 75 per cent of the business, with a few other European and United States manufacturers obtaining a small share, but even American manufacturers have had little success so far in establishing their black calf in the face of German competition.

### SOLE LEATHER

Sole leather is the Dominion's second largest leather export item, and purchases of this type rank first in China's import trade. It has constituted the most important item in what small leather business Canada has done in this market, the largest sales, amounting to G\$44,000, having been made in 1929. It is in this item that China's domestic industry will offer the keenest competition, but nevertheless worthwhile business will be obtainable in the higher qualities. Importers state that for the past two years it has been almost impossible to sell in the face of Australian competition. American sales dropped from 1,386,000 pounds in 1929 to 58,000 pounds in 1930, while Australia shipped 680,000 pounds. As a matter of fact, indent trade for all sole leather has been dull for the past two years, due largely to the great losses suffered by the Chinese dealers who placed unusually large orders in 1929 and 1930 in anticipation of higher import duties.



A flexible leather with a good glaze is required. Colours in demand range from hemlock red to dark brown, the latter being preferable in sides and the darker in shoulders and bellies. The red Singapore leather has been very popular, more on account of its cheapness than colour, and Australian leather is said to have displaced it largely in the last two years. Generally speaking, the Chinese dealers prefer the thinner and lighter leathers, which yield more working leather per pound, the thicknesses in demand being as follows: shoulders, 6 irons; sides, 6 to 8; bellies, 5; and bends, 7 to 9 irons.

Grading is of the utmost importance. Uniformity is essential if the confidence and goodwill of the Chinese buyers is to be gained. It is quite as risky to supply a grade too high as one that is too low. In the former case, expectations are raised which result in claims when the real grade is supplied in a subsequent shipment. Like all commodities sold in China, leather is purchased a few units at a time, and is subjected to close examination by the Chinese wholesale and retail dealers. Furthermore, even the smallest faults serve as a basis on which to make claims when the market turns against the dealer.

#### BELTING LEATHER

There are excellent possibilities in this field. Import statistics are perhaps misleading, because the declines in values of imports in 1930 and 1931 as compared with previous years are largely due to exchange conditions, and it is highly probable that the volume of belting imported did not decline very much. Prospects for the remainder of the current year are very poor, but when the present unfavourable situation is remedied, consumption should increase steadily and to a considerable extent. The United States, Japan, Great Britain, and Germany dominate the business. American belting owes its success to its high quality and to aggressive salesmanship. British belting holds its position in virtue of its high quality and the fact that many of the industrial enterprises in this territory such as cotton mills, engineering works, etc., are British-owned. This latter factor is also important in the case of the Japanese product, which in addition is extremely cheap, although of inferior quality. German belting appears to sell on its moderate price combined with medium quality, assisted no doubt by the fact that German engineering firms are extremely active throughout the whole of China.

As in other leather lines, Canada has made little progress in this field. Sales of \$1,300 and \$2,200 in 1929 and 1930 respectively represent in all probability exports of one Canadian manufacturer to Shanghai. In spite of the fact that this concern have for their agent one of the best British firms, they have been unable to make much headway, due to non-competitive prices, although the quality of their product is admittedly high.

#### OTHER LEATHERS AND LEATHER GOODS

Little comment is required on other leather lines, since the market here is negligible at present and likely to be so for some time to come, and Canada's competitive position is poor.

*Leather Boots and Shoes.*—The only market existing in China for imported leather boots and shoes is that provided by the foreign population, which amounts to less than 40,000 in all China. In Shanghai the number of foreigners (excluding Japanese) is less than 20,000. Foreigners in China are buying locally made foreign-style shoes to an increasing extent. In Shanghai there are a number of Japanese shoemakers catering to the foreign trade who have developed a high degree of skill, and the shoes they now turn out at half the price, both women's and men's, approach very close to the imported stock in both quality and style.

*Gloves and Mittens of Leather.*—There is no way of knowing the total imports of leather gloves into China as they are not specified separately in the customs returns. It may be safely assumed, however, that they are very small. Here again the demand for imported goods comes only from the small foreign population, and American, British, and French suppliers have an advantage as regards quality, price, and style which would make competition extremely difficult even if it were worth while.

*Other Leather Goods.*—Although the use of manufactured leather articles is growing more widespread among the Chinese, the possibilities for foreign manufacturers are poor. This applies to all such things as suitcases, valises, bill folds, pocketbooks, etc., all of which are now manufactured locally at prices which imported supplies cannot approach.

#### TERMS

Most of the leather sold in this market is quoted f.o.b. shipping port or c.i.f. China port to the import firm. Some of the latter have offices in the United States, Australia, or in London or other European centre, and are therefore willing to buy f.o.b. tannery, but they are the exception. A few local firms buy on their own account, but the great bulk of the business is on a purely indent basis, the local firm quoting the Chinese dealers c.i.f. & c. and ordering only against his orders. Although small consignments are sometimes a necessity in introducing a brand, consignment selling of leather in this market should never be undertaken.

#### PACKING

Packing is important not only as a protection to the goods but as a selling aid. Other things being equal, the Chinese buyer will always favour the shipper whose goods have the greatest resale value, and it is well known, for instance, that they take careful notice of the quality of the wooden cases used for upper leather, the cotton wool used for patent leather, and the burlap and iron bands for sole leather. No complaints have been received from local dealers concerning the packing for Canadian leathers, and it may be presumed that it is satisfactory.

#### CUSTOMS DUTIES

The customs duties shown below are those brought into effect on January 1, 1931, by the Republic of China:—

Item	Rate of Duty
Sole leather . . . . .	Gold unit 10 per picul (3c. per pound)
Leather n.o.p. . . . .	15 per cent ad valorem
Leather belting . . . . .	12½ per cent ad valorem
Manufactures of leather (including boots, shoes, etc.) . . . . .	25 per cent ad valorem
Trunks, suitcases, satchels, card cases, jewel cases, portfolios, travelling bags and boxes of all kinds . . . . .	25 per cent ad valorem
Imitation leather—	
(a) Unmanufactured . . . . .	12½ per cent ad valorem
(b) Manufactured . . . . .	25 per cent ad valorem
Hides—	
(a) Buffalo hide . . . . .	Gold unit 3.90 per picul (\$1.17 100 lbs.)
(b) Other . . . . .	7½ per cent ad valorem

#### MARKETING PROBLEMS

As a result of investigations by this office, the following points are submitted for the consideration of Canadian tanners who intend to cultivate seriously this market.



*Sell Direct to a China Firm.*—As stated previously, most Canadian leather coming to China heretofore has been sold through export houses in New York and San Francisco. That sales method has undoubted advantages, but is too indirect to ever result in Canadian brands becoming strongly established. It necessitates an added commission which China's price market will not stand, and the absence of direct contact between buyer and seller weakens selling aggressiveness and leads to frequent misunderstandings.

*Sell to One Import Firm Only.*—Canadian tanners should sell to one firm only. If sales are made to a number of firms, Chinese dealers go from one to another, and by setting off the quotation received from each endeavour to force the price down. In this they are usually successful, as it is difficult for the local firms to combine. The result is that the indent firm receives a commission so small that they lose interest in pushing the brand.

*Desirability of Selling Through a Foreign Firm.*—Much has been said in recent years of the advantage of selling to the China market through a Chinese import firm. In the case of many commodities these advantages are real, but it is difficult to avoid the conclusion that the time has not yet come when leather can be successfully sold in this way. Native firms can undoubtedly make closer prices due to their much smaller overhead expenses, and it is true that they have a closer contact with the actual consumers. The disadvantages, however, outweigh the advantages. The greatest of these relates to quotations, finance and claims. The number of purely Chinese companies who are in a position to finance adequately foreign trade is still very limited, and this is especially true of those engaged in the leather business. To a Chinese firm quotations would have to be invariably c.i.f. Shanghai or Tientsin, whereas to a foreign firm quotations may be made f.o.b. shipping point or even f.o.b. factory, although even here it is preferable to quote c.i.f. In addition, it is extremely difficult to obtain satisfactory credits from Chinese companies, few of whom are able to arrange irrevocable confirmed credits regularly. The shipment of goods without such credits, while quite safe for good foreign houses, is extremely risky with native firms inasmuch as their means are limited and it is practically impossible to obtain credit information concerning them.

*Claims.*—Perhaps the strongest argument for working with a foreign firm is in respect to claims. These are frequent in all trades in China, but in the case of an unstandardized commodity such as leather they constitute a great problem, and they are constantly being made.

*Allocation of Territories.*—A good agent in Shanghai who has a branch office in Tientsin is sufficient to cover all of North and Central China, and one good connection in Shanghai is preferable to having a poor one in Tientsin because a large part of the northern territory's leather is purchased in Shanghai. It is a singular fact, and one which obtains in other trades, that Chinese dealers in the north can sometimes buy cheaper in Shanghai than manufacturers can quote c.i.f. Tientsin. The larger dealers in Shanghai by purchasing larger quantities obtain lower prices which, if necessary, they can pass on to smaller dealers often increased by exchange profits.

The necessity of a personal visit by an expert executive might be termed a necessity for a proper start, and would be highly desirable thereafter at intervals of one or two years, as a means of keeping close touch with the market, and maintaining the interest of the local buyers.

The best way for Canadian tanners to enter this market would be for several engaged in allied, non-competitive lines, such as sole, patent, other upper leathers, belting, etc., to unite in maintaining their own expert in China. He could make his headquarters in Shanghai and yet cover North China, Hong-

kong, and perhaps Japan as well. The representative might also handle a few other lines to help distribute the expense, and in addition handle the purchase and shipping of certain types of China hides and skins for his Canadian principals. With such a resident representative on hand, it might prove possible to work direct with a native firm.

## MARKET FOR PAPER BAGS IN HONGKONG AND SOUTH CHINA

W. J. RIDDIFORD, ASSISTANT TRADE COMMISSIONER

Hongkong, May 24, 1932.—The importation into Hongkong and South China of paper bags as used by grocers, departmental stores, hardware shops and the retail merchants in general in Canada is negligible, not only because the use of such bags is limited to foreigners and the wealthy Chinese, but because most of such types used in this country are manufactured locally from kraft sheets imported for that purpose. Due to the advantages enjoyed by local manufacturers of paper bags, such as cheap labour, a thorough knowledge of the special requirements of consumers in the matter of shape, size, texture and colour, and, finally the excellent facilities here for printing advertisements and addresses on the bags in the Chinese language, it is practically impossible for Canadian manufacturers of paper bags to compete in this market.

Recently, however, a large Hongkong firm manufacturing cement and enjoying a large volume of business throughout the Far East have investigated carefully the possibility of packing cement in 94-pound paper bags. It has been determined that a paper bag packing of the right type will not only be cheaper, but also is expected to give greater protection to the contents than the ordinary jute or cotton bags. Most of the markets catered to by the Hongkong cement company already referred to are in the Far East, where very high temperature and humidity prevail during the greater part of the year, and considerable difficulty has been encountered in the past with the sale of cement in cotton and jute bags as this type of packing tends to retain moisture rather than protect against it. Moreover, cotton and jute bags deteriorate rapidly when stored for any length of time, due to humidity, insects, and rot, caused not only by the climate but by some chemical reaction between a damp bag and its contents. A special type of bag is required by them, details of which are briefly as follows:—

At least five-ply or a correspondingly thick and strong kraft paper bag manufactured entirely without the use of glue or other adhesives likely to melt in a hot and moist climate. It is desirable that the kraft paper used be wax-treated on the exterior surface or subjected to some process whereby the bags would be as moisture and "sweat" resisting as possible. The only specifications as to size are that the bags shall be 18½ inches in width, about 8 or 10 inches thick when filled, and of sufficient height to contain 94 pounds of standard cement, allowing sufficient length for the bag to be folded, overlapped and closed securely at the top. The bag will be filled and closed by the Bates Packer process.

The adoption of paper bag packing by a Hongkong cement company would in all probability lead to the adoption of the same method of packing by other Hongkong and South China companies manufacturing and exporting such commodities as cement, gypsum, lime, and China clay.

Canadian firms in a position to export paper bags similar to the type described above should send c.i.f. Hongkong quotations both in Canadian and United States funds to this office. Quotations should be for 100,000, 250,000, and 500,000 lots. At least one dozen samples of each type of bag quoted should be forwarded at the same time so that they may be carefully tested.



Any Canadian firm interested in this matter should apply to the Department of Trade and Commerce, Ottawa, Canada, referring to file No. 20560 for particulars as to the names, addresses, and standing of the Hongkong firms referred to above.

## SENEGA ROOT MARKETING CONDITIONS IN JAPAN

P. V. McLANE, ASSISTANT TRADE COMMISSIONER

Kobe, June 2, 1932.—As considerable business is done each year by Canadian producers on the sale of senega root in Japan, the following note has been prepared on the outlook for the sale of this year's crop. Full particulars on the subject were contained in a report published in *Commercial Intelligence Journal* No. 1451 (November 21, 1931).

Japanese buyers of senega root begin negotiations usually the middle of June. At the present time the market is very dull with practically no possibility of interesting buyers. During the last year imports have decreased very considerably due to the use of substitutes produced in Japan. As a result prices have declined. Six months ago prices ranged from 35 cents to 37 cents per pound c.i.f. Japan. The last price received a few weeks ago was as low as 27 cents United States funds c.i.f. Japan. As the market is so dull at present, buyers anticipate a further reduction. The price of the new crop is therefore estimated at 25 cents United States funds per pound c.i.f. Japan. As Canadian suppliers will have a slight advantage due to the depreciation of Canadian funds, it is advisable that they send to this office samples of the new crop together with particulars of quantity available and prices.

## UNITED KINGDOM TRADE CONDITIONS

HARRISON WATSON, CANADIAN TRADE COMMISSIONER

London, June 17, 1932.—Although, according to the statistics of overseas trade and reports regarding home markets, trade appears to move at a somewhat disappointingly slow pace, there is a definite sign that a decided cutting-down of imports is being effected.

In illustration, the valuation of the imports in May fell during the month to £55,735,344, in comparison with £69,628,484 of a year ago—a reduction of nearly £14,000,000, or practically 20 per cent.

Upon the other hand, while there is no indication of the long-awaited revival in export trade—and indeed there was an actual drop in British exports of £3,500,000 in comparison with May, 1931—the percentage reduction was relatively much less, being just short of 11 per cent, although the total exports are rather less favourable, owing to a contraction of nearly 25 per cent in re-exports.

A feature worth noting, however, because apart from creating satisfaction it indicates that the Government policy is working out according to plan, is that whereas in the month of May the value of imports of manufactured goods dropped from £21,000,000 to £11,500,000 (or nearly one-half), exports of British manufactured goods fell only from £26,000,000 to £23,000,000, or 11.5 per cent.

The real deterrent to immediate recovery lies abroad, and its remedy appears dependent upon the success which may be achieved at Lausanne and Geneva in finding a solution for the still-intensifying world depression and the direful plight of certain European countries.

The seriousness of the present world economic situation is graphically described in the latest report of the Economic Committee of the League of Nations. According to that authority, the value of international trade for the

first three months of 1932 represents only 50 per cent of the total attained in the same period of 1929, and the position continues to deteriorate. During the same quarter, unemployment throughout the world has increased to something like 25,000,000.

#### IRON AND STEEL DUTIES

As regards the United Kingdom itself, a development which may be of great importance to British industry is the considered recommendation of the Import Duties Advisory Committee to continue for the present the temporary duty of 33½ per cent ad valorem on certain classes of heavy iron and steel which came into force on April 26 last, to be valid for three months only.

It should be recalled that strenuous efforts had been made for several years past by the iron and steel industries to secure relief from the acute dumping of continental products into this country. The refusal of the committee appointed for that purpose to grant a safeguarding duty several years ago was but little mitigated by the first decision of the present Advisory Committee to limit protection to the flat 10 per cent of the general tariff.

Conditions in the industry became so grave that the committee decided to review their decision, with the result that an additional duty of 23½ per cent, making a total of 33½ per cent, was imposed on a number of semi-finished iron and steel products.

The committee have issued a memorandum explanatory of the causes which had created this change of view.

In announcing their decision to provide adequate fiscal protection for the re-establishment of an industry in which the country had at one time been pre-eminent, the committee wish it to be clearly understood that its retention depends upon the iron and steel masters reorganizing and rationalizing the industry from top to bottom, and by scrapping customs and methods which have become obsolete, placing the British industry in a position to meet fair competition.

The question in its entirety necessitates an investigation which it has not been possible to complete in such a short time. Under these circumstances the committee decided to continue the present duty, and at the same time to extend the 33½ per cent ad valorem duty to several important commodities which were not included in the first schedule, notably pig iron (other than that smelted with charcoal) and spring steel.

### WHEAT QUOTA ACT OF THE UNITED KINGDOM

HARRISON WATSON, CANADIAN TRADE COMMISSIONER

London, June 2, 1932.—The legislation introduced by the British Government, the purport of which is generally described as the adoption of the wheat quota, has now passed through Parliament, and is published under the title of the Wheat Act, 1931.

As was apparent when the Bill was originally drafted, the measure is a complicated one, owing to the intricate methods involved in carrying out the project. It is therefore a somewhat ill-fitted subject for a résumé, and those personally interested are recommended to study the measure in its entirety.

As matters stand at present, the Wheat Act applies only to United Kingdom-grown wheat, but as there is a possibility that the legislation may be of more than indirect interest to Canada, it is thought useful to endeavour to give an account of some of its more important features.

Indeed, the description which prefaces the Wheat Act, and which is as follows, provides in a concise manner details of its somewhat comprehensive nature:—



An Act to secure to growers of home-grown millable wheat a standard price and a market therefor; to make provision for imposing on millers and importers of flour obligations to make payments calculated by reference to a quota of such wheat and as to the disposal of the moneys thereby received; to provide for such millers being required to purchase unsold stocks of such wheat; and for purposes connected with the matters aforesaid.

The methods which are to be adopted for realizing these objects are briefly as under:—

(1) Commencing with the year 1932, the Wheat Commission appointed for that purpose shall, after ascertaining that the average price realized by the sale of home-grown millable wheat is less than the standard price fixed by the Act—10s. per cwt.—pay to every registered grower in the United Kingdom a sum equal to the deficiency between the selling and standard price of the home-grown wheat which he has sold, and which is referred to in the Act as the "deficiency payment." It is provided, however, that "if in any cereal year the quantity of home-grown millable wheat of their own growing sold by registered growers exceeds the anticipated supply of such wheat for that year, each registered grower shall be entitled to receive deficiency payments for that year in respect only of that number of hundredweights which bears to the number of hundredweights of such wheat of his own growing sold by him in that year the same proportion as the said anticipated supply bears to the quantity of home-grown millable wheat of their own growing sold by registered growers in that year."

If in the month of June in any year subsequent to 1932 the Wheat Commission make representations to the Minister of Agriculture that it is expedient that any stocks of home-grown millable wheat sown during the last preceding cereal year should be bought by the Flour Millers' Corporation established under the Act, the minister may order the corporation to purchase such supplies as remain unsold. It is stipulated, however, that these orders shall not cover more than  $12\frac{1}{2}$  per cent of the anticipated supply for that year.

This procedure is subject to a number of detailed regulations which safeguard the equitable working of the arrangement.

(2) The average price relating to the cereal year shall be determined by the minister after consultation with the Wheat Commission as soon as practicable after the conclusion of the cereal year ending on July 31, 1933, and thereafter at the end of every subsequent cereal year.

It is also provided that not later than March 1, 1935, the Minister of Agriculture shall appoint a committee of three persons, who, after considering general economic conditions and the conditions affecting the agricultural industry, shall report to the minister as to the desirability of revising the standard price, and if any alteration is decided upon, the minister may fix a new definite standard price as from August 1, 1935.

(3) For the purpose of meeting the expenditure to be defrayed by the Wheat Commission under the Act, every miller and every importer of flour shall be liable to make to the Wheat Commission, in respect of each hundredweight of his output of flour, a payment (described as a "quota payment") representing "as nearly as may be, a sum equal to what would have been the price deficit in respect of the quota of home-grown millable wheat used in the production of that hundredweight, if the anticipated supply of such wheat for the cereal year in which that hundredweight was delivered had been used at a uniform rate per hundredweight of flour in the production of the estimated supply of flour for that year."

Millers are not liable to make quota payments in respect to meal produced and sold by them as animal or poultry food.

Provision is also made for the refund to millers of quota payments in respect of flour exported from the United Kingdom.

No charge upon the Exchequer or local rates will be created by the Wheat Act.

SUMMARY OF THE TRADE OF CANADA: MONTH, TWO MONTHS, AND TWELVE MONTHS ENDING MAY, 1932

(Compiled by External Trade Branch, Dominion Bureau of Statistics)

Main Groups	Month of May 1932				Two Months ending May, 1932				Twelve Months ending May, 1932			
	Total Imports	From United Kingdom	From United States		Total Imports	From United Kingdom	From United States		Total Imports	From United Kingdom	From United States	
	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
<i>Imports for consumption</i>												
Agricultural and Vegetable Products.....	9,415,504	1,193,526	3,452,629	14,698,606	1,886,380	6,185,944	114,114,764	24,288,708	40,640,452			
Animals and Animal Products.....	1,755,911	2,222,412	2,851,618	2,851,618	1,539,901	2,851,618	2,851,618	2,501,065	12,199,441			
Fibres, Textiles and Textile Products.....	6,078,925	2,255,664	2,376,602	10,675,048	4,095,902	5,195,188	78,849,977	29,469,346	28,421,868			
Wood, Wood Products and Paper.....	7,169,183	1,847,190	1,462,245	3,631,424	2,700,935	29,311,926	3,721,329	3,721,329	23,066,180			
Iron and its Products.....	2,084,571	1,802,381	5,176,125	12,989,099	2,379,051	9,975,842	85,068,902	13,254,202	67,689,458			
Non-Ferrous Metals and their Products.....	9,476,026	1,423,025	1,448,201	3,772,122	630,109	2,803,617	31,102,149	4,013,614	24,380,512			
Non-Metallic Minerals and their Products.....	2,042,204	498,920	6,366,338	15,043,011	2,117,222	10,693,565	98,068,884	10,422,345	73,967,512			
Chemicals and Allied Products.....	3,866,372	522,808	2,267,306	4,939,867	708,154	3,046,365	29,398,384	4,177,384	19,062,590			
Miscellaneous Commodities.....	44,361,312	8,526,991	25,222,110	74,155,608	13,682,198	44,976,843	528,012,732	98,466,584	317,191,293			
Totals, 1931.....	73,457,404	13,157,680	44,528,345	124,646,730	21,587,393	70,472,388	858,312,819	146,264,188	547,436,593			
Totals, 1932.....	101,844,817	15,276,393	65,463,985	172,946,656	24,820,617	116,442,813	1,198,087,667	184,142,504	801,807,155			
<i>Exports (Canadian Produce)</i>												
Agricultural and Vegetable Products.....	16,920,142	6,031,522	6,077,688	25,642,487	10,977,096	935,555	195,913,995	93,612,786	9,466,089			
Animals and Animal Products.....	3,442,322	1,451,678	1,301,652	5,876,343	2,335,861	2,340,380	67,046,683	31,555,998	21,665,637			
Fibres, Textiles and Textile Products.....	462,880	1,188,099	43,982	680,530	238,985	74,004	5,177,410	1,100,812	1,644,355			
Wood, Wood Products and Paper.....	11,209,924	1,071,568	8,852,504	20,885,382	1,661,858	16,990,442	166,793,347	13,665,556	132,371,054			
Iron and its Products.....	1,252,790	6,005,300	1,911,162	2,210,545	1,028,840	343,557	14,118,035	4,126,182	2,769,552			
Non-Ferrous Metals and their Products.....	4,003,684	1,083,564	1,628,171	6,690,574	1,916,291	2,723,408	65,320,325	16,349,766	33,611,622			
Non-Metallic Minerals and their Products.....	1,771,548	1,851,886	1,452,165	1,241,111	104,907	836,006	12,386,230	8,817,999	7,667,668			
Chemicals and Allied Products.....	1,471,511	386,835	671,640	2,442,284	569,118	1,194,180	10,804,942	3,167,382	4,197,503			
Miscellaneous Commodities.....	1,054,103	368,550	440,055	1,900,904	614,915	836,795	12,585,175	2,794,565	7,484,250			
Totals, 1932.....	40,594,404	12,172,302	14,189,019	67,570,160	19,447,871	26,274,367	550,146,142	167,191,026	220,607,730			
Totals, 1931.....	59,839,245	20,115,252	22,240,281	93,768,320	26,300,570	40,853,311	765,506,291	218,865,285	321,543,416			
Totals, 1932.....	77,260,557	19,352,974	38,796,892	128,004,696	24,681,784	68,970,458	1,075,062,572	263,497,074	505,821,681			
<i>Exports (Foreign Produce)</i>												
Totals, 1932.....	807,895	97,975	645,084	1,287,551	135,384	1,042,107	10,757,988	922,088	8,845,522			
Totals, 1931.....	1,011,742	66,979	756,643	1,750,778	132,445	1,360,775	15,068,977	1,437,438	12,063,779			
Totals, 1932.....	2,203,152	93,674	1,970,580	3,967,132	135,812	3,589,457	25,257,504	1,292,611	22,238,639			
<i>Excess of Imports (t) or All Exports (e)</i>												
1932.....	(t) 2,959,013	(e) 3,743,686	(t) 10,388,007	(t) 5,287,897	(t) 5,901,057	(t) 17,660,369	(t) 32,891,398	(e) 69,646,480	(t) 87,737,978			
1931.....	(t) 12,612,417	(e) 7,024,551	(t) 21,591,421	(t) 29,127,632	(e) 4,845,622	(t) 37,258,302	(t) 77,737,551	(e) 74,098,555	(t) 213,859,398			
1932.....	(t) 22,081,108	(e) 4,170,255	(t) 24,696,513	(t) 40,974,778	(e) 1,996,979	(t) 43,882,898	(t) 97,767,591	(e) 80,647,181	(t) 273,806,835			



## SOUTH WALES PITWOOD AND PITPROP MARKET

DOUGLAS S. COLE, CANADIAN TRADE COMMISSIONER

Bristol, June 9, 1932.—Publication of a report from this office in *Commercial Intelligence Journal* No. 1450 (November 14, 1931) was followed by a number of offers from Canadian sources for the supply of pitwood and pitprops suitable for use in coal mines of South Wales. To date no Canadian tenders have been accepted as prices have been too high to be competitive with those from foreign countries. In part this is owing to the value of the timber as pulpwood, coupled with the expense of getting it to seaboard.

At the end of last year Finnish pitwood was being supplied at 46s. (\$9.66 at \$4.20 exchange) per fathom c.i.f. Swansea, but since then there has been a considerable fall in price. A South Wales firm stated recently that they could not offer more than 30s. (\$6.30) per fathom f.o.b. Canadian seaboard, and that loading arrangements would have to be available to take 125 fathoms per day so as not to hold up the boats. This price has now been reduced by 5s. (\$1.05) per ton owing to the drop in Finnish quotations. The new duty of 10 per cent on foreign supplies adds about 2s. 6d. (52½ cents) per ton to the price of French wood, and about 3s. 6d. (73½ cents) to the price of Finnish wood, and this is not sufficient to offset the difference in price between Canadian and foreign supplies.

The fathom used in pitwood measurement contains 216 cubic feet (6 feet by 6 feet by 6 feet). For Baltic wood there are from 2¼ to 2½ tons to the fathom.

The major portion of the pitwood used in South Wales collieries is French fir (Maritime pine) imported from the South of France (some from Portugal). Sales are made per ton ex ship, and it is usually found there are 27/30 cubic feet per ton. The collieries sort out the material for use as props or pitwood.

During the last two years imports of Russian and Finnish pitprops and pitwood have been increasing. These imports are chiefly in long lengths for cutting to specified lengths. This material is sold both by weight and lineal measure. It has been found that Baltic timber usually produces about 50 per cent more in quantity than French, taking weight for weight.

A bulletin (price 2s.) published by the Forest Products Research Laboratory at Princes Risborough, entitled "Home-grown Pitprops," contains a considerable amount of information on the classes of pitwood in use, and includes an account of a series of service trials carried out on home-grown pitprops and pitwood in a South Wales colliery group. A copy of this bulletin has been forwarded to the Department of Trade and Commerce, Ottawa, and may be obtained on loan by interested Canadian firms on application (quote file No. 20191).

## AUSTRALIAN FINANCIAL AND COMMERCIAL CONDITIONS

D. H. ROSS, CANADIAN TRADE COMMISSIONER

Melbourne, May 25, 1932.—The overseas trade of Australia for the first nine months (July to March) of the current fiscal year ending on June 30, 1932, is shown in the following comparative figures:—

	July to March	
	1930-31	1931-32
Exports of merchandise . . . . .	£67,437,864	£73,337,896
Imports of merchandise . . . . .	51,134,711	31,727,451
Excess of exports . . . . .	£16,303,153	£41,610,445
Exports of bullion and specie . . . . .	£ 9,084,422	£ 6,876,674
Imports of bullion and specie . . . . .	300,573	406,205
Excess of exports . . . . .	£ 8,783,849	£ 6,470,469

Imports of merchandise declined by £19,407,260 while exports increased by £5,900,032 compared with the nine months July to March of the previous fiscal year. Exports of bullion and specie declined by £2,207,748 in the same period.

Reducing export values to sterling to enable a more equal comparison to be made, it is estimated that there was a favourable trading balance (including bullion and specie) of approximately £30,659,000 for the nine months to March 30, 1932, compared with a favourable balance of £16,135,000 in the similar period of the previous fiscal year.

The main items of imports for the nine months which show the greatest decline in values were: motor cars, £293,480 (£909,888); electrical machinery and appliances, £858,242 (£2,584,983); fancy goods, £217,675 (£520,071); fertilizers, £305,861 (£548,492); petroleum, £2,005,000 (£4,139,246); kerosene, £295,644 (£595,666); tobacco, unmanufactured, £439,043 (£1,212,581); corn sacks, £1,231,634 (£2,121,209); iron and steel, £1,072,572 (£1,933,749); and outside packages, £877,365 (£1,504,719).

When compared with the corresponding nine months of 1930-31, the value of imports of the following items showed an increase: kinematograph films, £424,922 (£368,556); artificial silk yarn, £363,398 (£308,770); sodium salts, £268,432 (£254,666); dyes, £137,913 (£84,085); boots and shoes, £96,735 (£64,481); and rubber thread, £169,834 (£157,839).

Exports (valued in Australian currency) of the following commodities increased in value during the nine months under review as compared with the corresponding period of last year: butter, £7,881,407 (£6,141,875); lamb and mutton, £2,702,762 (£1,733,113); wheat, £13,047,073 (£9,536,112); flour, £2,710,867 (£2,677,705); sugar, £2,497,564 (£1,761,926); wine, £745,513 (£414,832); wool, £26,972,779 (£26,163,182); tallow, £655,799 (£492,987); and opossum skins, £331,552 (£215,542).

On the other hand, exports of the following items decreased: beef, £1,430,236 (£1,559,332); dried fruits, £650,080 (£1,267,648); hides, £206,408 (£601,155); sheepskins, £979,122 (£1,539,447); zinc ores and concentrates, £70,570 (£452,952); and timber, £403,341 (£578,256).

#### REVENUE AND EXPENDITURE OF THE COMMONWEALTH AND STATES

The revenue and expenditure of the Commonwealth and State Governments for the first ten months of the fiscal year disclose deficits in each instance.

The following return sets out the position:—

	Ten Months to April 30, 1932		
	Revenue	Expenditure	Deficit
Commonwealth . . . . .	£55,037,900	£58,070,000	£ 3,033,000
New South Wales . . . . .	.....	.....	.....
Victoria . . . . .	16,535,657	20,485,381	3,949,724
Queensland . . . . .	10,349,458	11,911,583	1,562,125
South Australia . . . . .	8,334,000	9,588,000	1,254,000
Western Australia . . . . .	6,451,826	7,916,875	1,465,049
Tasmania . . . . .	1,967,808	2,198,161	230,353

Combined deficiency for ten months (excl. New South Wales) £11,494,251  
 (@ \$4.86 to the £) \$55,862,060

The Commonwealth deficit for the ten months includes a net amount of £2,512,000 paid on behalf of New South Wales.

#### AUSTRALIAN BANK EXCHANGE RATES

Following the reduction from 3½ per cent to 2½ per cent in the Bank of England rate, further readjustments in the Australia on London exchange rate have been made on all time drafts. The following are the current rates:—



*Buying Rates*

*Selling Rates*

	£	s.	d.		£	s.	d.
Telegraphic transfers. . . . .	125	0	0	Telegraphic transfers. . . . .	125	10	0
On demand. . . . .	124	13	9	On demand. . . . .	125	7	6
Thirty days. . . . .	124	7	6	Thirty days. . . . .	125	5	0
Sixty days. . . . .	124	2	6	Sixty days. . . . .	125	2	6
Ninety days. . . . .	123	17	6				
One hundred and twenty days. .	123	12	6				

BANKS BUYING AND SELLING DOLLARS

Australian banks, on demand transactions, are to-day buying United States dollars at the rate of \$2.96<sup>3</sup>/<sub>4</sub> (selling at \$2.93<sup>1</sup>/<sub>2</sub>), and Canadian dollars at \$3.41<sup>1</sup>/<sub>2</sub> (selling at \$3.37) in Australian currency, including the exchange on London of £25 10s. on every £100 English currency.

The disastrous effect of the abnormal bank exchange rates which came into operation in January, 1931 (and were reduced by 5 per cent towards the end of the year), combined with the bearing of the exchange upon the computation of the valuation for customs duty purposes, is reflected in the marked reduction in Australian importations particularly from Canada and the United States during the period under review. There appears no immediate prospect of any reduction in the rates quoted. Inversely, the exchange rates have greatly benefited the exports of primary products from Australia during a period in which world prices have been depressed.

AUSTRALIAN WHEAT AND FLOUR

*Wheat.*—While oversea markets have to a moderate extent fluctuated in recent weeks, the increases have had little effect upon the prices quoted on Australian wheat for export. Admittedly quotations have hardened slightly in comparison with those ruling earlier this month, but the advance is usual when the bulk of the crop has either been shipped or sold for forward delivery.

Taking into consideration domestic requirements, the total exportable surplus of the 1931-32 crop is now estimated not to exceed 130,000,000 bushels, of which—including flour equivalent—about 100,000,000 bushels have been sold or committed, leaving a balance yet unsold of from 27,000,000 to 30,000,000 bushels.

To-day's payments to farmers vary from 2s. 9d. to 2s. 11d per bushel plus the Government bonus of 4<sup>1</sup>/<sub>2</sub>d. per bushel, both in Australian currency. During the last month China purchased several cargoes, and Russia four and a half cargoes for Vladivostok. Some six cargoes on the ocean have been diverted to Spain, while another cargo was placed yesterday in Shanghai for shipment early in June.

Seeding has been well advanced under most favourable climatic conditions, and, while no official figures are yet available, it is estimated that the acreage sown will show an increase of at least 10 per cent over that of last year.

*Flour.*—Milling companies have—as the exports indicate—been working to capacity in recent months, yet at this date they are experiencing difficulty in finding profitable oversea markets for Australian flour. Some 4,000 tons were sold yesterday for shipment to Hongkong, and a few weeks ago half a cargo was shipped to Vladivostok.

To-day's prices for standard quality flour per ton of 2,000 pounds f.o.b. steamer at main Australian ports (in Australian currency) are:—

	£	s.	d.
Packed in sacks of 140 to 150 pounds gross . . . . .	6	17	6
Packed in hessian bags of 98 or 101 pounds gross . . . . .	7	2	6
Packed in calico bags of 40 pounds gross. . . . .	7	7	6

Particulars as to shipments of Australian flour from the beginning of the season on December 1 (down to May 21) compare with the similar period of previous seasons as follows: 1929-30, 207,292 tons; 1930-31, 243,767 tons; 1931-32, 313,538 tons.

*Freight Rates.*—Some steamship lines have reduced their parcel (part cargo) rates to the United Kingdom and the Continent and to Egypt. The rate now ruling for May-June shipment on wheat is 22s. 6d. and on flour 25s. per ton, while for shipment in July wheat is quoted at 25s. and flour 27s. 6d. per ton. Charters effected during the last week for full cargoes indicated a slight weakness in the freight market. Depending upon the loading port in Australia, and the oversea port of discharge (i.e. in the United Kingdom or the Continent), the rates on wheat have varied from 21s. 6d. to 23s. 6d. per ton. Last week steamers having a carrying capacity of 33,000 tons were chartered to load Australian wheat. The rates to the Orient remain unchanged from those quoted a month ago.

## TIMBER TRADE OF NEW SOUTH WALES

B. MILLIN, COMMERCIAL AGENT

Sydney, May 26, 1932.—Details of timber imported into the State of New South Wales during the twelve months ended December 31 last have just been published and show a striking reduction from the figures of previous years. The total value of all imports was approximately £248,000, compared with three and a half times that amount in 1930, and ten times as much in 1929. Excluding small items in lineal and square feet, the quantity imported was about 42,000,000 superficial feet, compared with 94,500,000 in 1930 and 237,000,000 in 1929.

Notwithstanding the huge decrease in the total imports, the quantity of timber imported for box-making was nearly as large as in the previous year—21,000,000 feet as compared with 24,500,000 feet. The volume of imports of plywood, on the other hand, decreased by over 50 per cent, but the importation of Douglas fir logs for this purpose continued. The total importation of this timber in logs was 3,461,795 feet. The largest item imported other than timber for box-making was "undressed n.e.i." in sizes less than 7 by 2½ inches, which totalled 9,577,501 super feet.

The export of timber from local forests during the same period showed a decrease in quantity from 17,500,000 to 15,000,000 super feet, and in value from £276,500 to £183,350. The principal reduction was in logs (poles and piles), the volume of which fell from 7,100,000 to 5,050,000, but in undressed timber—including hewn—there was a slight increase from 9,670,000 to 9,780,000 superficial feet. There was a serious fall in the prices of the sawn and hewn timber exported, which was well exemplified by the decrease in the total value from £154,000 to £114,000, in spite of the slight increase in quantity, and also of the adverse exchange rate.

## APPLE AND PEAR PRODUCTION IN AUSTRALIA

Mr. B. Millin, Commercial Agent in Sydney, writes under date May 26 as follows on the production of apples and pears in Australia:—

It is estimated that the production of apples and pears in Australia this season will reach 8,368,000 bushels, representing 7,120,000 cases of apples and 1,248,000 cases of pears. In Tasmania, the principal apple-growing state, conditions have been very favourable to production, and the result has been a crop of 4,500,000 bushels of apples. Climatic conditions were also favourable in Western Australia and South Australia, but in consequence of the thrips destroying blossoms in the spring, crops in other states were light.



The export season is in full swing at present, and large shipments are going forward, especially from Tasmania and Western Australia. It is estimated from the quantities already exported and those still to be shipped that the total exports for the season will be 4,288,360 cases of apples and 265,250 cases of pears. This represents an increase of almost 1,000,000 cases over the quantities exported last season.

Reports from London show that the exports are arriving in London in good condition generally, but in consequence of heavy supplies and keen competition the market is dull.

## FLOUR IMPORTS INTO CUBA

JAMES CORMACK, CANADIAN TRADE COMMISSIONER

Havana, Cuba, June 9, 1932.—In advance of publication, this office has been supplied with the official figures of Cuban flour imports for the past year. The only competing countries are Canada and the United States, the Argentine Republic and China, which supplied small quantities in 1930, having dropped out. The 1931 imports of 82,960,401 kilos indicate a fall of 13 per cent from the quantity imported in the previous year, and, when values are contrasted, the 1931 figure of \$3,842,771 discloses a loss of nearly 50 per cent. In 1930, Canada was credited with supplying 655,043 kilos valued at \$38,575, and in 1931 with 1,297,550 kilos valued at \$57,472.

At the beginning of 1931 the Cuban Government, in its efforts to encourage intensified and diversified agriculture, passed a law requiring all bakers, on and after July 1, 1932, to add not less than 10 nor more than 40 per cent of a flour made from yucca (cassava) to the wheat flour normally used in baking bread, cakes or biscuits. Some four or five small mills have now begun to grind yucca; and it is the opinion of flour dealers that this legislation will reduce imports of wheat flour by some 10 per cent. An effort is being made by representatives from the Province of Oriente to place corn flour on the same footing as yucca. It is stated that this will mix better than yucca, and, if added, will probably lessen the amount of wheat flour used to a greater extent than yucca.

## THE SITUATION IN DENMARK

FREDERICK H. PALMER, CANADIAN TRADE COMMISSIONER

(Danish kroner equal to \$0.268)

Oslo, June 9, 1932.—Denmark might perhaps be compared to Canada in that its prosperity is largely dependent on or is at least closely related to the economic position of agriculture.

The fall in world prices of grain that took place in 1929 and 1930 was not accompanied by any comparable reductions in the prices received for farm produce in Denmark. Danish farmers enjoyed a period of almost unprecedented prosperity which lasted until prices began to decline in their largest market, the United Kingdom. During this period their profits were invested in land, the values of which, since they follow the prices of farm produce, were at that time high; and a large part of the payments therefor was effected through one of the many mortgage companies at the usual rates of interest.

Present prices for farm products are low; the index price of butter has dropped in six months from 200 shillings to around 140. The prices of nearly all kinds of feedstuffs have, on the other hand, remained stable since the end of 1930, and as a result the farmers of Denmark are in a bad way. During the

last week in May resolutions setting forth their demands were passed by several local associations of farmers. In brief these were as follows:—

- (1) Discontinuance of the permit system of controlling imports.
- (2) Discontinuance of the pegging of the currency to the pound sterling, so that the Danish kroner can find its own level.
- (3) Extension to farmers of further relief, which to date has amounted to nearly 50,000,000 kroner.
- (4) Reduction or suspension of certain taxes levied on farmers.
- (5) A moratorium on farmers' debts until the above have been accomplished.

The business community and labour wish to retain a stable currency. The attachment to sterling is the only obvious basis with a general appeal. If Denmark departed from the pegged relation to sterling and followed what is known in the north as the "Scandinavian convoy," it would mean an immediate drop in the value of the Danish kroner with respect to sterling from 18·25 to about 20. Such a movement would sooner or later make for increasing internal prices, and labour would be forced to demand compensating increases in wages. Importers generally demand a fixed exchange rate; exporters and the farmers demand more kroner for their pounds.

#### EXCHANGE CONTROL COMMISSION

Owing to the heavy decline in the values of exports, Denmark's trade balance was unfavourable, and as part of the scheme to correct this condition the Exchange Control Commission was created. Regulations were passed compelling importers to obtain permits before being allowed to clear goods through customs. In his application an importer must specify the goods which he wishes to import, giving quantities and values, the quantities he imported in 1931, the countries from which he imported the merchandise last year, and the country from which he will import on this permit. Several authorities are concerned with the issuing of permits—the Bureau of Statistics with respect to quantity, the National Bank with respect to the balance of trade and the ultimate payment for the goods, and still another that determines whether or not it is in the country's interest to permit the imports of the goods specified. Some consideration is of course given to raw materials, which are on the preferred list. Manufactured goods are considered only if their importation is necessary, while applications for permits to import luxury articles are refused.

These import permits are not merely licences to import certain goods, but they amount to an undertaking to provide the necessary exchange with which to pay for the goods. Hence for this purpose the board must also have control of the foreign exchange received by Danish exporters from their foreign customers. A law provides that foreign exchange must be handed over to the National Bank, from which institution it is issued on authority of the Exchange Board.

On May 27 the Government passed, without a dissenting vote, the bill providing for the extension of the controlling measures from June 1 to August 31, with the right or power to extend the date to October 15.

#### PROBLEM OF THE VALUTA CONTROL BOARD

The following table shows the imports and exports of goods comprising the external commerce of Denmark:—

	1929 Kr.	1930 Kr.	1931 Kr.
Imports . . . . .	1,792,348,000	1,729,138,000	1,465,133,000
Exports . . . . .	1,610,412,000	1,523,660,000	1,256,682,000
Balance . . . . .	181,936,000	205,478,000	208,451,000



During the past year the problem of meeting demands for funds with which to make payments abroad was becoming increasingly difficult. For payment of those goods which ordinarily were imported "cash against documents," such as wheat, wheat flour, or fresh fruit, importers are forced to wait as long as five weeks before obtaining the foreign exchange to meet their obligations. These goods receive prior consideration and, as a result, importers of other goods may now expect to wait three months for the funds they require.

The available supply of foreign exchange is so small that it cannot well be released without endangering the position of the National Bank, which can issue foreign exchange to importers only when funds have been placed at its disposal by exporters.

There is, however, no inducement offered to exporters to deposit their foreign exchange in the National Bank sooner than they themselves happen to need kroner. In fact, the possibility that the Danish kroner will be allowed to depreciate in terms of the pound sterling is somewhat of an inducement to allow foreign exchange to remain abroad.

Since it is impossible therefore to hasten the return to Denmark and the deposit with the National Bank of funds received in payment for exports, the only alternative offered to the control board is to reduce imports still further until the foreign exchange held by the National Bank reaches an amount which will permit of free distribution without causing embarrassment. On June 2 it was announced that imports for the period June to August would be reduced from 500,000,000 kroner to 140,000,000 kroner.

## TRADE OF GREECE, JANUARY TO MARCH

THEO. J. MONTY, ASSISTANT TRADE COMMISSIONER

Athens, May 26, 1932.—According to recently published statistics, the imports into Greece for the first quarter of 1932 were valued at 1,861,166,000 drachmae\* as compared with a value of 2,223,713,000 drachmae for the corresponding period of 1931—a decrease of 362,547,000 drachmae.

Exports for the same periods were valued at 642,601,000 and 1,317,890,000 drachmae respectively, representing a decrease of 675,289,000 drachmae from the 1931 figure. These figures show a great reduction in both imports and exports.

The following were the principal commodities imported during the first quarter of 1932 with their values in drachmae, corresponding figures for the 1931 period being shown in parentheses: wheat, 307,958,388 (340,193,423); maize, 143,219,402 (3,740,725); beans, 19,760,927 (34,250,710); rice, 28,776,265 (28,940,577); sugar, 45,611,422 (45,594,636); coal, 81,102,097 (176,662,936); gasoline, 33,089,570 (23,028,861).

A remarkable increase is noted in the imports of maize, while at the same time a reduction is shown in the imports of wheat. The necessity of eating bread made from a mixture of wheat and maize flour—maize costs about a quarter as much as wheat—explains these changes.

It would appear that the other foodstuffs listed have maintained their imports, but, as explained further, the drachma has not maintained its purchasing power. The imports of coal have largely diminished, probably owing to import and exchange restrictions. The imports of gasoline show an increase. This can be explained by the fact that this article is imported by the large producing companies. It appears that Greece is unable to benefit from offers made at advantageous prices by the Soviet on account of the lower buying capacity of the drachma.

\* Stabilized drachma value at par, effective until April 27, 1932, was about drachmae 76 to the Canadian dollar.

The value in drachmae of the principal articles exported during the first quarter of 1932 was as follows, with figures for the corresponding period of the previous year shown in parentheses: currants, 98,795,405 (92,003,171); tobacco, 393,527,699 (921,550,676); olives, 16,308,475 (34,360,295); olive oil, 24,537,385 (43,025,853); wines, 25,110,612 (68,287,049).

It will be noted that the decrease in value of exports is almost double that of imports. This is due to the fact that during this period of stress there were two markets where foreign exchange could be obtained. The first and only official market, the Bank of Greece, granted no exchange except for the immediate necessities such as foodstuffs, and the official rate was approximately 300 drachmae to the pound sterling. On the open and free market the pound sterling reached as high as 600 drachmae on the day rumours were circulated to the effect that the League of Nations was not disposed to grant immediate financial help to Greece.

The exporter was obliged to remit the counter-value of his sales to the Bank of Greece at the official rate, while the importer was forced to the open market to obtain exchange for his purchases abroad at a rate far above 300. A drop in imports followed as a natural consequence, and the exporter was placed at a disadvantage, which was immediately exhibited in a drop in the actual volume of export transactions.

### TRADE OF JUGOSLAVIA IN 1931

[NOTE.—100 dinars equal \$1.98 Canadian at par]

Milan, May 20, 1932.—During 1931 the external trade of Jugoslavia decreased by 30 per cent. The general index figure of wholesale prices for December showed a decline of 150 points from 1,025 for December, 1931.

A banking crisis developed in the autumn of 1931, due chiefly to uneasiness on the part of depositors resulting from bank failures in other parts of Europe and in the United States, and to the abandonment of the gold standard by Great Britain. In an effort to restore confidence, credits were granted on a liberal scale by the National Bank of Issue, the increase being from 1,459 to 2,252 million dinars. The Government, faced with a serious deficit, was forced to adopt rigid economic measures, including a 10 per cent reduction in official salaries. Additional funds were obtained from increased prices of tobacco, through the State monopolies, and by national borrowing from France to the extent of 250 million francs. The general feeling of pessimism and lack of confidence was perhaps increased by the fact that the first half of the year stood out in sharp contrast to the latter half. The first six months of 1931 gave every evidence of a prosperous year. Agriculture, the basic industry of the country, seemed to be in a favoured position following unusually good crops, and, stimulated by the resultant feeling of optimism, the mining and manufacturing industries operated under pressure. However, the heavy fall in world prices for agricultural products, which declined 15 points, seriously dislocated the economic structure of the country, and the ensuing difficulties included other branches of industry.

Despite these factors, Jugoslavia managed to end the year with a sound currency, the money market maintained, and the stock exchange open. No bank failures occurred, and the extreme cheapness of food greatly helped in relieving the stress of conditions.

The external trade of Jugoslavia showed a decrease in both imports and exports in 1931, as compared with the previous year. There was, however, a small favourable balance in 1931, imports amounting to a total value of 4,800,281,032 dinars (\$95,045,564.43) as against exports valued at 4,800,965,997 dinars



(\$95,459,126.74), whereas in 1930, despite a considerably larger trade total, imports, valued at 6,960,113,191 dinars (\$137,810,241.18), exceeded exports by 180,058,985 dinars (\$565,167.90).

#### TRADE WITH CANADA

According to the figures issued by the Dominion Bureau of Statistics, Canadian exports to Yugoslavia were valued at \$10,782 as against \$31,610 in 1930. Figures from the same source indicate that imports into Canada from Yugoslavia in 1931 were valued at \$13,256 as against \$73,019 in 1930.

According to the official Yugoslav statistics, however, imports from Canada amounted to 1,504,531 dinars (\$29,790) in 1931 as against 1,263,506 dinars (\$25,017) in 1930. Asbestos, 797,025 dinars (\$15,781); automobiles; leather (lacquered); flour of wheat; and pneumatic tires and tubes were the principal imports from the Dominion. The Yugoslav export figures credit Canada with importing goods to the value of 58,960 dinars (\$1,167) as against 2,627,529 dinars (\$52,025) in 1930. In all probability neither figures are correct, since trade between Yugoslavia and Canada is carried on by way of a diversity of routes with a possibility of several transshipments.

### IMPORT TRADE OF BRAZIL IN 1931

A. S. BLEAKNEY, CANADIAN TRADE COMMISSIONER

Rio de Janeiro, April 23, 1932.—The detailed figures of Brazil's trade with all countries are late in being published, the detailed imports for 1929 only reaching this office in July, 1931. The figures available at present for 1931 are for main groups of imports and exports only. As the bulk of the imports from Canada are still shipped through New York, the figures are not conclusive. An analysis of Canada's trade with Brazil based on Canadian figures by fiscal years will accordingly be made from the returns of the Dominion Bureau of Statistics and will be submitted later.

#### TOTAL TRADE

Brazil's total foreign trade for the calendar year 1931 in £ sterling gold was valued at £78,301,000 as against £119,365,000 in 1930.

Imports in 1931 were valued at £28,756,000 as against £53,619,000 in 1930, and exports at £49,545,000 as against £65,746,000. The balance of trade in favour of Brazil was thus £20,789,000 as against £12,027,000 in 1930. The customs tariff policy of the country dictated by the necessity of creating this larger balance of trade which was required to balance Brazil's international payments, was responsible for a great deal of the decline. The collection of duties in gold has automatically increased the duties in terms of paper milreis, in proportion as the milreis depreciated. The decrease in the old milreis value of 12 cents to the present value of 6 cents United States increased the duties to the extent of approximately 80 per cent in the case of specific duties and 180 per cent in the case of ad valorem duties.

With the stabilization of the milreis in the vicinity of 6 cents United States currency since the monopoly of exchange was assumed by the Bank of Brazil, this increase in duties was checked, and to continue the restriction of imports a policy of reclassification of merchandise by customs rulings was substituted. Importers make complaint that many articles which had been entering the country for years under a given classification were reclassified under items at

higher rates, making for uncertainty as to rates payable on receipt of merchandise. Adding to this the actual physical scarcity of dollar and sterling cover, which is very serious, the reason for the decrease in imports is understandable. Under a decree of September 8, 1931, a tariff commission was appointed to draw up within a period of six months a complete new tariff; this period has since been extended. This additional unknown factor adds to the hesitancy of importers in making commitments.

#### IMPORTS OF MANUFACTURED GOODS

Brazil's principal imports have in the past been manufactured goods, and her requirements of such merchandise are still greater than those of raw materials and foodstuffs combined.

The principal industries developed in Brazil so far are textiles, leather goods, foundry and simple machine products, earthenware and glassware, chemicals, food products, clothing and accessories of all kinds, furniture, building material, carts and waggons, ice, stationery, musical instruments and toys. Under the added customs protection that has been afforded during the last few years many new articles have been produced in Brazil, and many products that had been previously manufactured have been greatly improved. This is particularly true of clothing and clothing accessories, suits, dresses, bathing suits, boots and shoes and hats, as well as in food, pharmaceutical and toilet products.

Owing to the decline in her buying power, Brazil is being forced more and more to live unto herself, and new imitations of and substitutes for imported articles are finding their way daily into the shops.

### Notes on the Imports

#### MACHINERY, APPARATUS, UTENSILS AND TOOLS

High-class machinery, apparatus and tools are still not manufactured in Brazil to any appreciable extent, and as a result they still appear as the leading import in spite of decrees restricting imports. Imports in 1931 were to a value of £3,048,000 gold against £7,160,000 in 1930 and £13,063,000 in 1929.

In this group the absence of any real Brazilian manufacture permits business to be done in spite of the duty handicap. United States exports to Brazil are largely in this group, but owing to its technical nature, nearly all the firms obtaining sales have their own offices in Brazil.

#### MANUFACTURED IRON AND STEEL

This group of imports has taken second place for many years among manufactured goods. Imports for the years 1929 to 1931 were valued at £7,141,000, £4,187,000 and £1,800,000 respectively, and tonnage amounted to 351,053, 202,500 and 101,486. This is a group in which Canadian producers have little chance to compete in price against those of Europe and the United States, except in such items as tubes and fish plates, in which the Dominion has done some business. United States and European firms have their own selling offices here.

#### CHEMICAL PRODUCTS, DRUGS AND PHARMACEUTICAL SPECIALTIES

This class of imports comes third in importance, being one of the few which in 1931 showed an actual increase by weight and in terms of Brazilian currency. The movement in £ sterling has also held up remarkably with £1,983,000, £1,500,000 and £1,218,000 respectively for the years 1929 to 1931.



In this class of trade there would appear to be opportunities for Canadian exports in heavy chemicals and pharmaceuticals. United States and European firms have their own pharmaceutical laboratories in Brazil and buy bottles made locally. One Canadian firm is now manufacturing patent medicines locally, and will no doubt do considerable importing from Canada. Breaking into this field means intelligent and consistent advertising. (The Market for Pharmaceutical Products in Brazil was reported on in detail in *Commercial Intelligence Journal* No. 1333, August 27, 1929).

#### PAPER AND MANUFACTURES OF

Imports by tonnage of paper and its products were as follows in the years 1929 to 1931: 61,301, 51,722 and 33,284 respectively; and the value in £ gold was £1,813,000, £1,353,000 and £778,000.

The largest item in 1929 was, of course, printing paper valued at £641,093 from Norway, Sweden, Germany, Finland and Holland. European firms have selling branches here. Credit conditions are at present poor. Newsprint for Brazil must be specially watermarked; unit sales are small and terms difficult to meet.

Imports of writing paper were valued at £153,201 in 1929. Germany had about three-fourths of the business. This article is difficult to import at present, and imports are probably heavily reduced from 1929. A good medium-grade paper is made in Brazil which serves the purpose in hard times. In printing paper or book paper imports were valued at £152,414 in 1929, Germany and Great Britain getting the bulk of the business. This paper is often used for writing purposes in Brazil.

In cigarette paper, valued at £121,684 in 1929, France had three-quarters of the business.

#### MOTOR CARS

The import trade in motor cars has suffered most heavily. The numbers in the three years 1929 to 1931 were 53,929, 1,946 and 4,429 respectively, and the values £5,582,000, £348,000 and £404,000. Many of the 1929 cars sold were not paid for, and one acceptance corporation have just taken their loss and closed their Brazilian offices. The new duties brought into force and then suspended have rendered the automobile situation very uncertain; the duty on unassembled cars was identical with that on assembled, and ad valorem duties changed to specific. Imports of cars from Canada had been declining steadily before the big drop in 1930. The United States practically controlled this market. If the new duties are reimposed, it is probable that light European cars will find favour.

#### RUBBER GOODS

Imports of rubber goods on a weight basis have resisted the decline relatively well, with 3,305 tons in 1931 as against 3,767 tons in 1930 and 6,502 tons in 1929. Values for the three years were £1,294,000, £723,000, and £475,000 respectively.

Of the 1929 imports, tires and inner tubes led with £985,503—4,043 tons from the United States and Canada, 522 tons from Great Britain and 456 tons from Italy, and less than 200 tons from any other country.

Imports of rubber belting are not shown separately in the returns, but are an important item in which Canada is doing well.

#### MANUFACTURES OF COPPER AND ALLOYS

Imports of manufactures of copper and alloys into Brazil should assume more importance to Canada in the future in view of recent refining developments in Canada and of purchases by Brazilian Traction. Imports have, however,

shown a great contraction owing to the cessation of public utility expansion and to hand-to-mouth purchasing on a falling market. Imports by tons in the years 1929 to 1931 were 7,908, 5,597, and 1,685 respectively, representing values of £964,000, £610,000, and £175,000.

Of the 1929 imports, £401,118 represented electric cables, Great Britain being by far the principal source of supply, followed by Belgium and the United States. Brazilian Traction and Pirelli have now their own copper cable mills in Brazil. Imports of insulated electric copper wire, next in importance, were valued at £124,165, sources of supply being the United States, Germany, Belgium, Great Britain, and Italy. Other major items in order of value were in sterling: tubes and pipes, £57,522; plated jewelry, £50,027; Christofle (white metal) and plated goods, £46,863; copper wire (not electric), £28,202; uninsulated electric copper wire, £22,280; miscellaneous articles, £228,981.

The principal imports of copper are in the unmanufactured state.

#### TEXTILES

Imports of cotton piece goods in the three years 1929 to 1931 were valued at £2,684,000, £421,000, and £239,000 respectively. Those of other manufactures of cotton were valued at £548,000, £277,000, and £83,000; those of manufactured wool at £1,033,000, £463,000, and £181,000; and those of linen goods at £683,000, £417,000, and £175,500. Textile manufacture is Brazil's leading industry, and with the constantly increasing protection afforded it, the decline in the import trade was inevitable. Canadian sales in these sections were limited to small shipments of cotton duck, wool blankets, and bathing suits.

#### FOODSTUFFS

Imports of foodstuffs during the last five years have been remarkably close in value to those of raw materials, but are of more importance to Canada than the latter, including as they do substantial amounts of wheat, wheat flour, cod-fish, and fresh fruits. Imports of foodstuffs for the years 1929 to 1931 in terms of tonnage were 1,111,879, 979,160, and 940,393 respectively, and in value £17,058,000, £13,503,000, and £7,086,000.

#### WHEAT

Brazil's production of wheat being limited to about 5 per cent of her requirements, imports of this product are important, amounting in 1929 to a value of £7,645,000 representing 746,198 tons. In 1930 and 1931 the tonnage was well maintained with 648,240 and 795,893 tons respectively, but values fell (£6,069,000 in 1930 and £4,181,000 in 1931). Brazil borders on the Argentine, which in the past has supplied the bulk of Brazil's requirements.

During the past year an unusual feature of the wheat market was the exchange of 25,000,000 bushels of wheat for 1,275,000 bags of coffee. The wheat was United States hard winter No. 2 and the coffee comprised types 3 and 4. The exchange was between the Brazilian Government and the United States Grain Stabilization Board of Chicago. The grain was to be shipped at a rate of 42,500 tons monthly. The Brazilian decree approving the exchange was published on August 26, 1931. The total—700,000 tons approximately—is roughly a year's supply, but as it is the intention to spread it over sixteen months there should be room for considerable imports from Argentina, and from Canada should prices be competitive.

At March 30, 1932, Canadian Manitoba Northern 3 was 11½ cents per bushel dearer than Argentine (Baril type) c.i.f. Liverpool. Owing to the proximity of the Argentine to Brazil, the difference must be greater c.i.f. Rio. The largest mills here receive frequent cables on world prices.



WHEAT FLOUR

Coincident with wheat for coffee exchange, a Brazilian decree prohibited the entry of wheat flour for a period of eighteen months. This was a natural corollary to the wheat exchange, which forced millers to buy wheat purchased by the Brazilian Government. This prohibition on flour affected Canadian flour exporters, who in the past have made considerable sales to Brazil. Total imports of flour amounted to 61,307 tons in 1931, to 152,279 in 1930, and to 162,878 in 1929. United States firms have their own sales offices here. The Rio and São Paulo market for United States and Canadian flour was very variable; but in northern Brazil it was steadier.

CODFISH

Imports of codfish, in which Canada has a special interest, have decreased greatly since 1928, the tonnage imports in the four years 1929 to 1931 being 41,103, 37,780, 35,392, and 22,399 respectively. Corresponding values in gold sterling were £1,984,000, £1,931,000, £1,585,000, and £738,000. Sources of supply in 1929 by tons were: Newfoundland, 17,108; Great Britain, 11,836; Norway, 5,294; Canada, 1,647; United States, 416 (including Canadian shipments via New York); France, 900; Germany, 347; and Iceland, 191. Newfoundland's sales are almost exclusively to northern Brazil, and exporters from that Dominion visit the territory regularly. Conditions of payment are more satisfactory in the north, and in view of the volume sales by Newfoundland, visits by Nova Scotia exporters to Pernambuco should be worth while.

FRESH FRUIT

Imports of fresh fruit were a little larger in volume in 1931—11,305 tons against 11,148 in 1930—but they were well below the 1929 imports of 18,505 tons. Values during the three years were respectively £1,009,000, £564,000 and £467,000. Imports are therefore still important. Imports of apples are of greatest potential interest to Canada; receipts in 1929 were valued at £267,078, the United States with 5,318 tons, New Zealand with 251 tons, the Union of South Africa with 149 tons, and Argentina with 96 tons being the chief sources of supply. The market is for boxed apples, standard British Columbia packing. Delicious (sizes 100-160), yellow Newtowns (113-138), and Winesaps in medium sizes are in demand. United States suppliers were quoting about \$2.50 United States c.i.f. in January last for Winesaps. (Details of Market Requirements for Apples were published in *Commercial Intelligence Journal* No. 1326: June 29, 1929.)

RAW MATERIALS

Among the principal groups of raw materials shown in advance statistics there is nothing of great interest to Canada except perhaps lumber which includes woodpulp, and hides and skins which include leather. Total imports of raw materials in the three years 1929 to 1931 were in tons 3,234,519, 2,569,515, and 1,569,890, respectively, and values £17,372,000, £11,833,000, and £7,164,000. This raw material group includes much semi-manufactured goods. The sub-joined table shows the movement of lumber, and of hides and skins:—

	1929	1930	1931
Lumber and timber . . . . . tons	56,471	43,111	31,328
£	688,000	521,000	330,000
Skins and hides . . . . . tons	890	453	382
£	801,000	453,000	255,000

*Lumber.*—Brazil abounds in timber and lumber, but most of these are hardwoods, Paraná pine and eucalyptus being the two principal softwoods. Paraná pine is somewhat like Canadian hemlock. Imports were valued at £330,000 in

1931, and these are small. Duties are very high. In 1929, of the total import valued at £688,000, £606,050 represented woodpulp for the manufacture of paper; the sources of supply were Finland (16,597 tons), Sweden (13,258 tons), Germany (9,794 tons), Great Britain (7,022 tons), and Norway (2,959 tons). Offers of Canadian pulp in 1931 were competitive, but credit terms were unsatisfactory to exporters. Some Canadian pulp reaches São Paulo for artificial silk manufacture. Imports of pine planks and boards were valued at £50,453 in 1929, and staves and hoops at £12,513, the United States being the principal supplier, and the pine for the most part "Southern pine." Small quantities of white pine have been occasionally shipped from Ontario. With increased duties these lumber sales must be almost wiped out.

*Skins and Hides.*—The sub-group "skins and hides, tanned or otherwise prepared," excludes kid leather and sole leather, imports of which are small. Imports of skins and hides tanned, etc., in 1929 amounted to 571 tons valued at £720,847, and imports at present represent a third of these figures. The United States is the largest supplier (chiefly upper calf leather), followed by Germany, France, and Argentina. (The requirements of this market were outlined in *Commercial Intelligence Journal* No. 1381: July 19, 1930.)

### EXCHANGE REGULATIONS IN HUNGARY

Mr. Henri Turcot, Canadian Trade Commissioner in Brussels, advises under date June 11, in the light of information received from an official source in Budapest, that as a result of the Standstill Agreement with the British banking creditors all commercial debts to the nationals of countries other than those which have clearing agreements (Switzerland, France, and Austria) have to be regarded as "frozen," if such debts were incurred prior to the signing of the said agreement at the end of March, 1932. Such debts may not be reduced, but foreign exchange is sometimes released in small sums for old debts provided that the creditor firm guarantees—in a certain set form—to give a new credit to the same amount. By this means a semblance of continued trade is kept up, and the terms of the agreement are complied with. Unfortunately, owing to the fact that the National Bank's supply of exchange is very low, disappointment or delay is possible even after such a new credit has been promised.

With regard to new imports, all goods are classified according to their order of importance to that country, and any payments due on them have to be paid into a "suspended account." This account comes under the consideration of a committee who decide in which of a series of accounts the various amounts due shall be placed. If the imported goods are in the highest category, the amount due is placed in an account on which foreign exchange is allowable (though not absolutely guaranteed). Goods of less importance are placed in progressively less favoured accounts, and in connection with these delay in payment is inevitable.

It is reported that some British firms are getting their money out by a system of barter under which goods are sold to a buyer in Great Britain who makes payment to the creditor firm in that country, the latter obtaining release in Hungary of the equivalent amount in pengos from his "frozen" account. This is, however, not easy, as permission has to be obtained for each separate transaction, and this permission is not, it is said, liberally extended, being largely reserved for goods which cannot obtain an easy sale otherwise.



## UNITED KINGDOM MERCHANDISE MARKS ACT

### ABRASIVE WHEELS, ETC.

With reference to the notice published in *Commercial Intelligence Journal* No. 1465 (February 27), the Board of Trade announce that an Order in Council has been adopted by Parliament, according to which the following imported goods are required to bear an indication of origin, in the manner indicated, at the time of sale or exposure for sale:—

The indication of origin shall be stamped, stencilled, printed or applied by transfer as follows:—

- (a) Wheels, discs, rollers and cylinders: on one side or on the periphery of each article, or on a washer securely affixed to the side of the article, provided that:
  - (i) in the case of goods sold or exposed for sale mounted, the indication of origin shall be applied to the periphery, or so near the periphery as to be clearly visible; and
  - (ii) in the case of goods less than one inch in diameter, it shall be sufficient if the container in which the article is sold or exposed for sale bears a conspicuous indication of origin.
- (b) Articles other than wheels, discs, rollers and cylinders: on each article.

Where any of the goods to which this order applies are sold or exposed for sale in cartons or other containers, or on showcards, or showboards, the carton, container, showcard or showboard shall also bear an indication of origin.

The order will come into force on September 10, 1932.

While the legal obligation of marking does not apply at the time of importation, from the method of marking suggested, it seems probable that importers will expect overseas manufacturers to mark their goods before they leave the factory.

## TARIFF CHANGES AND CUSTOMS REGULATIONS

### Amendments to Australian Customs Tariff

D. H. ROSS, CANADIAN TRADE COMMISSIONER

Melbourne, May 25, 1932.—On May 20 announcement was made in the *Commonwealth Gazette* of the removal of prohibition of importation on a list of twelve items—as appended—while the remainder of the schedule of prohibitions is to be retained for nine months.

On May 24 the Minister for Trade and Customs introduced into Parliament an amending tariff schedule containing increases in import duties on a number of items and increases in excise duties on petroleum and shale products, cigarette tubes and papers, and matches. The special duty of 50 per cent on customs duties was removed from twelve items, as indicated in a subsequent paragraph.

These amendments are effective as from May 25 (to-day).

The Minister for Trade and Customs stated that the fixed rates of duty imposed on wireless valves exceeded the deferred rates which had been postponed to July 1, 1932. It was emphasized that the increased duties were imposed for revenue purposes only, and not as protective duties, hence they should not be regarded as such by firms or companies which might be contemplating manufacture in Australia. Should manufacture of these lines be undertaken on a commercial basis, an excise duty would be imposed.

### AMENDMENTS TO LIST OF PROHIBITED ARTICLES

On May 20 prohibition of importation of the following goods was lifted:—

Glucose; cornflour; starch; custard powders; furs and other skins partly or wholly made into apparel or other articles; blankets and blanketing; rugs;



curtains and textile blinds; vinegar and acetic acid; wines, including unfermented grape wine; vermouth; and locomotives.

Prohibition of importation of the following goods has been retained for nine months:—

Cheese; lemons; oranges; dried fruits (excepting dates and figs); fruits preserved in liquid; vegetables, salted or preserved in liquid, or partly preserved or pulped; jams and jellies; jelly crystals and powders; coconut, prepared; pickles, sauces and chutney; wireless receiving sets partly or wholly assembled; wireless head phones; batteries and accumulators, but not including dry batteries or dry cells; bolts, nuts, rivets, engineers' set screws; rail dogs and spikes; wire and other nails; plated ware other than spoons, forks and cutlery; aluminium ware other than spoons and forks; tiles; sanitary and lavatory articles of earthenware and glazed or enamelled fireclay; cast iron pipes and cast iron fittings for pipes; shafting other than flexible; iron and steel beams, channels, girders, joists, columns; trough and bridge iron and steel; matches and vestas, including book matches.

GOODS ON WHICH THE SPECIAL DUTY OF 50 PER CENT HAS BEEN REPEALED

On May 25 the surcharge of 50 per cent on the Australian customs duties on the following tariff items was removed:—

Tariff Item	
12	Sparkling wine.
13	Wine, still, including medicated and vermouth.
14	Wine, grape, unfermented.
15	Wine, n.e.i., including sake, ginger, and prune wines.
176 (F) (2)	Refrigerators and parts of refrigerators.
176 (J)	Covered by Item 176 (F) (2).
226	Blacking; dressings and polishes for boots, shoes and other articles of attire; dressings, inks, stains, pastes, and polishes for leather; furniture oils, pastes and polishes; floor polishes; bronzing and metal liquids; knife, metal and stove polishes.
333 (A)	Pneumatic rubber tires and tubes therefor, valved or unvalved.
359 (F) (2)	Windscreens, whether imported separately or with motor vehicles or parts thereof, except when parts of bodies with fixed or movable canopy tops.
359 (F) (3)	Gears for motor vehicles other than railway and tramway vehicles, viz.: Crown wheels and pinions, transmission gears, differential gears, worms and worm wheels, internal tooth gears, jack shaft pinions and flywheel starter bands.
359 (G) (1)	Springs for motor cars and chassis.
359 (G) (2)	Bumper bars for motor vehicles.
424 (D)	Yachts, n.e.i., launches and boats.

INCREASED CUSTOMS DUTIES

The following schedule sets out the increased customs duties with the old rates shown in parentheses for the purpose of comparison:—

Tariff Item	British Preferential	Intermediate	General Tariff
78 (H) Almonds, viz:—			
(3) Kernels, n.e.i. . . . .per lb.	6d. (4d.)	6d. (4d.)	9d. (6d.)
91 (B) Seed—Canary, hemp and rape; also mixtures in which such seeds predominate, n.e.i.:			
In bulk . . . . .per cental	12s. (6s.)	12s. (6s.)	15s. (7s. 6d.)
In retail packages. . . . .per lb.	2½d. ....	2½d. ....	3d. ....
181 (A) (2) Valves for wireless telegraphy and telephony . . . . .each	2s. 3d. (1s.)	3s. (1s. 6d.)	3s. 6d. (2s.)
or. . . . .ad val.	20% (10%)	35% (15%)	40% (25%)
whichever rate returns higher duty.			

Tariff Item	British Preferential	Intermediate	General Tariff
318 (A) (1) Clocks, partly or wholly of wood not including those mentioned in paragraph (2), item 318 (A) . . . .ad val.	30% (25%)	35% (30%)	50% (45%)
318 (A) (3) Clocks, n.e.i.; opera, field and marine glasses; pedometers; pocket counters, and the like . . . .ad val.	10% (Free)	25% (15%)	30% (20%)
318 (A) (4) (b) Watches and chronometers, n.e.i., time registers and detectors, n.e.i. . . . .ad val.	10% (Free)	25% (15%)	30% (20%)
New sub-item—			
318 (B) All watch and clock movements ad val.	10%	25%	30%
New sub-item—			
334 (X) Cigarette tubes and cigarette papers each 60 tubes or papers	1½d.	1½d.	1½d.
394 (C) Compressed or agglomerated cork-board:			
(1) Up to and including 1 inch in thickness . . . . .per sq. ft.	1½d. (2½d.)	1¾d. (3d.)	2d. (3d.)
(2) Over 1 in. in thickness, per sq. ft.	1¾d. (2½d.)	1¾d. (3d.)	2d. (3d.)
New Item—			
434 Goods of the classes which will be described by departmental by-laws under tariff items 174, 404 and 415 (A) and which are for such use as does not justify the application of rates of duty operating under such items . . . . .ad val. (By-law not yet issued)	5%	10%	15%

**Certificate for Motor Cars Exported to New Zealand**

With reference to the new trade agreement between Canada and New Zealand, which became effective on May 24, 1932 (see *Commercial Intelligence Journal* No. 1475 of May 7 and No. 1478 of May 28), Canadian exporters of motor vehicles are reminded that when shipping cars having 75 per cent of their cost made up of Canadian material and/or labour, for which entry into New Zealand at the rate of 10 per cent ad valorem is claimed, clause 7(b) (ii) of the prescribed Certificate of Origin should be amended to read as follows:—

That the expenditure in material produced in Canada and/or labour performed in Canada, calculated subject to the qualifications hereunder, in each and every article, is not less than 75 per cent of the factory or works cost of such article in its finished state.

**Advertising Matter for New Zealand**

Mr. C. M. Croft, Canadian Trade Commissioner in Auckland, writes that overseas firms sending printed advertising matter by packet or letter post to New Zealand, who desire to ensure prompt delivery, should, by the mail preceding that by which the goods are to be forwarded, advise the Secretary, General Post Office, Wellington, of the number, weight, and value of each posting, forwarding a specimen, and either: (a) arrange for the duty to be paid by their New Zealand agent; or (b) remit the duty (together with the "customs clearance fee" of 6d.) with the advice; or (c) lodge an amount with the Secretary, General Post Office, Wellington, to meet claims as they arise.

**French General Tariff Applied to Canada**

Owing to the termination of the Convention of Commerce between Canada and France on June 16, 1932, the rates of the French general tariff have applied to Canadian goods declared to the French customs after June 16. The Canadian Trade Commissioner in Paris has cabled, however, that the French Government will shortly propose a law providing for entry under the minimum tariff of Canadian wheat shipped before June 17. (A report regarding notice for the termina-



tion of the Franco-Canadian Convention of Commerce appeared in *Commercial Intelligence Journal* No. 1456 (December 26, 1931), page 1029.)

### Germany Suspends Super-Tariff Against Canadian Goods

With reference to the report in *Commercial Intelligence Journal* No. 1472 (April 16, 1932), page 637, advice has been received that the German Government will suspend as from July 1, 1932, until further notice, the super-tariff rates which were applied against Canada on April 1, 1932. From July 1 consequently Canadian goods will be under the general tariff in Germany.

### Tariff Changes in Egypt

Mr. Yves Lamontagne, Canadian Trade Commissioner in Cairo, advises under date of June 7 that a number of changes in the Egyptian Customs Tariff have been made by Royal Decree, effective on June 2.

Amongst the modifications, the following are of interest to Canadian exporters:—

	Previous Rates	New Rates
Fish, fresh, chilled or frozen . . . . .	£E. 3.000 per 100 kg. gr.	£E. 1.000 per 100 kg. gr.
Milk, powdered, unsweetened—		
(a) In interior packing, weighing over 2 kilos . . .	£E. 1.500 per 100 kg. net <sup>1</sup>	£E. 0.800 per 100 kg. net
(b) In interior packing, weighing 2 kg. and less . .	£E. 1.500 per 100 kg. net <sup>1</sup>	Unchanged
Groats, semolina and decorticated or pearled cereals—		
(a) Wheat, spelt and meslin . . . . .	£E. 0.500 per 100 kg. gr.	£E. 0.650 per 100 kg. gr.
(b) Other cereals, decorticated rice excepted. . . .	£E. 0.600 per 100 kg. gr.	£E. 0.650 per 100 kg. gr.
Fish, crustaceans and molluscs, in tins or other hermetically sealed containers—		
(a) Herrings (including Canadian sardines) . . . . .	£E. 0.900 per 100 kg. net <sup>1</sup>	£E. 0.750 per 100 kg. net.
(b) Tuna fish . . . . .	15% ad val.	£E. 2.000 per 100 kg. net <sup>1</sup>
(c) Pilchards and other fish, with the exception of salmon and sardines . . . . .	15% ad val.	£E. 0.750 per 100 kg. net <sup>1</sup>
(d) Crustaceans . . . . .	15% ad val.	£E. 5.000 per 100 kg. net <sup>1</sup>
(e) Molluscs . . . . .	15% ad val.	£E. 2.000 per 100 kg. net <sup>1</sup>
Macaroni, vermicelli, etc. . . . .	£E. 0.700 per 100 kg. gr.	£E. 0.800 per 100 kg. gr.
Toilet and medicinal soap—		
(a) In balls, bars or cakes, including transparent soap . . . . .	15% ad val.	£E. 2.000 per 100 kg. gr.
(b) Shaving soap, pastes and creams, liquid soap, soap in powder or sheets . . . . .	15% ad val.	£E. 4.000 per 100 kg. gr.
Metal furniture. . . . .	15% ad val.	20% ad val.

<sup>1</sup> Including weight of immediate container.

NOTE.—The £ sterling is always equal to 0.975 Egyptian £. 100 kgs.=220.5 lbs.

### Swiss Import Restrictions

[1 Swiss franc equals \$0.19·5 at par; 1 kilo equals 2·2 pounds]

Mr. J. C. Macgillivray, Canadian Trade Commissioner in Rotterdam, writes under date June 8, 1932, that by an order of the Swiss Federal Department of Public Economy, which became effective on June 1, the importation of the wood of coniferous trees of Canadian origin is permitted only when accompanied by a special permit from the federal authorities. A previous order, which became effective on February 5, placed similar restrictions on the same product when imported from Germany, France, Austria, Poland, Hungary, Roumania, Czechoslovakia, Russia, and the United States.



The Swiss import restriction law which has been applied in this instance specifies that these import permits are required if the merchandise in question is to be imported at the ordinary rate of duty, which in this case is 2.50 francs per 100 kilos. The cost of such permits is 0.20 franc per 100 kilos. If no permit is obtained, coniferous wood may be imported from any country at a higher duty of 7.50 francs for the same quantity.

The 1931 imports from Canada under this heading were valued at only 4,963 francs, in comparison with total imports valued at 14,407,261 francs. During the same period the value of imports from Austria was 4,488,369 francs, from Poland 3,218,544 francs, and from the United States 2,410,657 francs.

Apart from logs and lumber, Switzerland has—since the beginning of February—applied import restrictions on a wide range of other commodities, mostly, however, manufactured articles from European countries. Details of these are therefore of no direct interest to Canadian exporters.

### Legalized Commercial Invoices Required for Shipments to Mexico

The Consul of Mexico in Montreal has advised that from July 1, 1932, all shipments to Mexico must be accompanied by commercial invoices duly legalized by the nearest Mexican Consul. Six copies of the commercial invoice are required.

The consular fees will be 5 per cent ad valorem which will be deducted from the amount of duty to be paid in Mexico.

### TRADE OPPORTUNITIES ABROAD FOR CANADIAN PRODUCTS

The Trade Inquiries for Canadian products published below have been received since the publication of the last issue of the *Commercial Intelligence Journal*. Interested exporters may secure the names and addresses of the firms making these inquiries, together with further details regarding the commodities required, on application to the Director, Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa, or—

Secretary, Board of Trade—

St. John, N.B.,	Toronto, Ont.,	Winnipeg, Man.,
Halifax, N.S.,	Woodstock, Ont.,	Vancouver, B.C.,
Quebec, P.Q.,	St. Mary's, Ont.,	New Westminster, B.C.,
Sherbrooke, P.Q.,	Portage la Prairie, Man.,	Prince Rupert, B.C.
Montreal, P.Q.,	St. Boniface, Man.,	

Secretary, Chamber of Commerce—

Kingston, Ont.,	Belleville, Ont.,	Hamilton, Ont.,
Oshawa, Ont.,	Peterborough, Ont.,	Victoria, B.C.
	London, Ont.,	

Border Chamber of Commerce, Windsor, Ont.

Secretary, Canadian Manufacturers' Association—

Toronto, Ont.,	Winnipeg, Man.,	Vancouver, B.C.,
Montreal, P.Q.,	Edmonton, Alta.,	Victoria, B.C.

The Maritime Provinces Trade Commissioner, 122 Federal Building, Toronto, Ont.  
The Bureau of Provincial Information, Victoria, B.C.

**Canadian exporters should, for follow-up purposes, send a copy of any reply sent in response to a Trade Inquiry to the Trade Commissioner in the territory from which it emanated.**

### Foodstuffs

422. CANNED GOODS.—A London import house wishes to obtain Canadian offers of canned cream, gallon apples, and canned meat.

423. SMOKE HERRING.—A firm of provision merchants in Port-au-Prince, Haiti, are anxious to get in touch with Canadian exporter of herrings.

424. WHEAT.—A firm in Malta desire to import Canadian wheat.

425. FISH MEAL.—A firm in Vienna, Austria, wish to get in touch with Canadian manufacturing exporters of cod meal.

### Miscellaneous

426. CORSET BROCADES.—A manufacturers' agent in Melbourne would like to represent on a commission basis a Canadian manufacturer of corset brocades (cotton and art silk) in Australia.

427. COIN ENVELOPES.—A Kingston, Jamaica, merchant desires to hear from Canadian manufacturers of coin envelopes in sizes ranging from No. 3 to No. 7, with a view to direct purchase or agency. Samples with prices f.a.s. Canadian seaboard should be submitted direct.

428. ELECTRIC TOYS.—Manufacturers of toys for operation by electricity are requested to send catalogues and detailed price information to the Canadian Trade Commissioner, Dairen.

429. RADIO RECEIVING SETS.—Brussels firm desire to hear from Canadian manufacturers of radio receiving sets. Quotations should be c.i.f. Antwerp.

430. SHOE AND GLOVE LEATHERS.—A Northampton firm of manufacturers' agents desire to represent a Canadian producer of leather suitable for the shoe trade and glove industry. They wish to operate on a commission basis.

431. REPRESENTATION.—A San Francisco house, with branches in Australia and New Zealand, desires to represent Canadian manufacturers in Australia and New Zealand.

## FOREIGN EXCHANGE QUOTATIONS FOR WEEK ENDING JUNE 27

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending June 27, 1932, with the official bank rate. Quotations for the week ending June 20, 1932, are also given for the sake of comparison.

Country	Unit	Nominal Quotations in Montreal Week ending June 20	Nominal Quotations in Montreal Week ending June 27	Official Bank Rate
Austria . . . . .	Schilling	\$ .1640	\$ .1610	7
Belgium . . . . .	Belga	.1617	.1590	3½
Bulgaria . . . . .	Lev	.0083	.0082	8
Czechoslovakia . . . . .	Krone	.0345	.0339	5
Denmark . . . . .	Krone	.2301	.2250	4
Finland . . . . .	Markka	.0207	.0203	6½
France . . . . .	Franc	.0456	.0449	2½
Germany . . . . .	Reichsmark	.2760	.2705	5
Great Britain . . . . .	Pound	4.1937	4.1272	2½
Greece . . . . .	Draclma	.0081	.0079	11
Holland . . . . .	Guilder	.4690	.4617	2½
Hungary . . . . .	Pengo	.2035	.1999	6
Italy . . . . .	Lira	.0594	.0582	5
Jugo-Slavia . . . . .	Dinar	.0208	.0204	7½
Norway . . . . .	Krone	.2075	.2039	4½
Portugal . . . . .	Escudo	.0395	.0388	6½
Roumania . . . . .	Leu	.0069	.0068	7
Spain . . . . .	Peseta	.0959	.0942	6½
Sweden . . . . .	Krona	.2162	.2125	4
Switzerland . . . . .	Franc	.2263	.2227	2
United States . . . . .	Dollar	1.1625	1.1425	3
Argentine . . . . .	Peso (Paper)	.2993	.2941	—
Brazil . . . . .	Milreis	.0900	.0885	—
Chile . . . . .	Peso	.0704	.0692	5½
Colombia . . . . .	Peso	1.1189	1.0968	6
Mexico . . . . .	Peso	.3141	.3129	6-7
Peru . . . . .	Sol	.2673	.2627	6
Venezuela . . . . .	Bolivar	.1801	.1742	—
Uruguay . . . . .	Peso	.5492	.5398	—
Cuba . . . . .	Peso	1.1615	1.1415	—
Hongkong . . . . .	Dollar	.2731	.2650	—
India . . . . .	Rupee	.3167	.3099	5
Japan . . . . .	Yen	.3557	.3113	5.11
Java . . . . .	Guilder	.4679	.4598	4½
Shanghai . . . . .	Tael	.3545	.3416	—
Siam . . . . .	Baht (Tical)	—	—	—
Straits Settlements . . . . .	Dollar	.4998	.4912	—
British Guiana . . . . .	Dollar	.8951	.8683	—
Jamaica . . . . .	Pound	4.2896	4.1701	—
Other British West Indies . . . . .	Dollar	.8951	.8683	—
Martinique . . . . .	Franc	.0458	.0450	—
Guadeloupe . . . . .	Franc	.0458	.0450	—
Australia . . . . .	Pound	3.3567	3.3018	—
Egypt . . . . .	Pound (100 piastres)	4.3012	4.2320	—



## PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

### From Montreal

*To Liverpool.*—Duchess of Bedford, July 8 and Aug. 5; Duchess of York, July 15 and Aug. 12; Duchess of Richmond, July 21; Montcalm, July 30—all Canadian Pacific; Antonia, Cunard Line, Aug. 4.

*To London.*—Beaverbrae, July 8 and Aug. 12; Beaverhill, July 15; Beaverford, July 22; Beaverburn, July 29; Beaverdale, Aug. 5—all Canadian Pacific; Ascania, July 8 and Aug. 12; Ausonia, July 15; Alaunia, July 22; Auranis, July 29—all Cunard Line.

*To Manchester.*—Manchester Division, July 7; Manchester Brigade, July 14; Manchester Commerce, July 21; Manchester Citizen, July 28; Manchester Producer, Aug. 4—all Manchester Line.

*To Avonmouth, Cardiff and Swansea.*—Kastalia, July 16; Salacia, Aug. 13—both Cunard-Donaldson Line; Norwegian, White Star Line, July 30.

*To Glasgow.*—Letitia, July 15 and Aug. 12; Sulairia, July 22; Athenia, July 29—all Cunard-Donaldson Line.

*To Newcastle and Leith.*—Cairnesk, July 15; Cairnglen, July 29; Cairnross, Aug. 12—all Cairn-Thomson Line.

*To Dundee.*—Cairnesk, July 15; Cairnross, Aug. 12—both Cairn-Thomson Line.

*To Belfast.*—Melmore Head, July 6; Dunaff Head, July 20—both Head Line (cargo accepted for Londonderry).

*To Dublin.*—Melmore Head, July 6; Dunaff Head, July 20—both Head Line (cargo accepted for Cork).

*To Antwerp.*—Beaverbrae, July 8 and Aug. 12; Beaverhill, July 15; Beaverford, July 22; Beaverdale, Aug. 5—all Canadian Pacific.

*To Havre and Antwerp.*—Lista, July 8; Hada County, July 25—both County Line.

*To Rotterdam.*—Evanger, July 15; Grey County, July 28—both County Line.

*To Hamburg.*—Beaverburn, Canadian Pacific, July 29; Remscheid, July 8; Hagen, July 27—both Hamburg American-North German Lloyd Line (also call at Bremen).

*To South France and Italian Ports.*—Valflorita, Lloyd Mediterraneo Italian Service, July 24.

*To Copenhagen.*—Ivar, Scandinavian-American Line, July 15; Odensholm, Swedish-American-Mexico Line, July 7.

*To Scandinavian and Baltic Ports.*—Odensholm, Swedish-American-Mexico Line, July 7.

*To St. John's, Nfld., and St. Pierre-Miquelon.*—Belle Isle, Newfoundland-Canada SS., July 7 and 21 and Aug. 4; Silvia, Furness-Red Cross Line, July 16 and 30.

*To Cornerbrook, Nfld.*—North Voyagcur, July 4 and 18; New Northland, July 13 and 26—both Clarke SS. Co.

*To Hamilton (Bermuda), Puerto Rico, St. Kitts, Antigua, St. Lucia, Guadeloupe, Martinique, Barbados, St. Vincent, Grenada, Trinidad and Demerara.*—Chomedy, July 15; Colborne, July 29; Cornwallis, Aug. 12—all Canadian National.

*To Hamilton, Bermuda; Nassau, Bahamas; Kingston, Jamaica; and Belize, British Honduras.*—Cathcart (calls at St. Georges but not at Hamilton or Nassau), July 8 and Aug. 5; Lady Rodney, July 14 and Aug. 11; Cavalier (does not call at Hamilton or Nassau), July 22; Lady Somers, July 28—all Canadian National.

*To Bermuda, St. Kitts, Antigua, Guadeloupe, Dominica, Martinique, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo.*—Marie Horn, July 12; a steamer, July 27—both Ocean Dominion SS. Corp.

*To Montevideo and Buenos Aires.*—A steamer, Houston Line, July 15; a steamer, Canadian South American Line, July 15.

*To Auckland, Wellington, Lyttelton, Dunedin, Melbourne, Sydney and Brisbane.*—Canadian Cruiser, Canadian National, July 23 (calls Napier).

*To West and South African Ports.*—Mattawin, Elder Dempster & Co., Ltd., July 25.

### From Halifax

*To Liverpool.*—Newfoundland, July 5; Nova Scotia, July 26—both Furness Line.

*To London.*—London Exchange, July 5; London Corporation, July 26—both Furness Line.

*To St. John's, Nfld., and St. Pierre-Miquelon.*—Fort St. George, July 5 and 19; Nerissa, July 12 and 26 (do not call at St. Pierre)—both Furness-Red Cross Line; Newfoundland, July 5; Nova Scotia, July 26 (do not call at St. Pierre)—both Furness Line.

*To St. John's, Carbonear and Port Union, Nfld., and St. Pierre.*—Magnhild, Newfoundland-Canada SS., July 14 and 28 and Aug. 11.

*To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.*—Lady Drake, July 12; Lady Nelson, July 26; Lady Hawkins, Aug. 9—all Canadian National.



*To Santiago (Cuba) and Kingston (Jamaica).*—Calabria, July 6 and Aug. 3; Andalusia, July 20 (calls at Montego Bay and other Jamaican outports)—both Pickford & Black, Ltd.

*To Bermuda, St. Kitts, Antigua, Guadeloupe, St. Lucia, Dominica, Martinique, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo.*—Marie Horn, July 17; a steamer, Aug. 1—both Ocean Dominion Line.

*To Hamilton (Bermuda), Nassau (Bahamas), Kingston (Jamaica), and Belize (British Honduras).*—Cathcart (calls at St. Georges, Bermuda, but not at Hamilton or Nassau), July 11 and Aug. 8; Cavalier (does not call at Hamilton or Nassau), July 25—both Canadian National.

*To Hamilton (Bermuda), Puerto Rico, St. Kitts, Antigua, St. Lucia, Guadeloupe, Martinique, Barbados, St. Vincent, Grenada, Trinidad and Demerara.*—Cornwallis, July 5; Chomedey, July 19; Colborne, Aug. 2—all Canadian National.

### From Saint John

*To Alexandria, Port Said, Suez, Aden, Karachi, Bombay, Colombo, Madras, Rangoon and Calcutta.*—Kabinga, July 5; a steamer, July 25—both American and Indian SS. (cargo accepted for other Eastern ports, also for British East African ports).

*To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.*—Lady Nelson, July 18; Lady Hawkins, Aug. 1—both Canadian National.

*To Kingston and Jamaican Outports.*—I. K. Ward, July 9 (calls at Belize, British Honduras) and July 23; Harboe Jensen, July 16—both United Fruit Line.

### From Quebec

*To Southampton.*—Empress of Britain, Canadian Pacific, July 20 and Aug. 6.

### From New Westminster

*To London, Liverpool and Hull.*—Norman Star, American Mail Line, July 15.

*To London, Liverpool and Cardiff.*—Bradburn, T. A. Lee & Holway, July 11.

*To London, Liverpool and Rotterdam.*—Loch Goil, Royal Mail Steam Packet Co., July 8.

*To United Kingdom Ports.*—Modavia, Balfour Guthrie Co., July 17.

*To United Kingdom and Continental Ports.*—Theo. Roosevelt, Canadian-American Shipping Co., July 6.

*To Shanghai.*—A steamer, Canadian Transport Co., July 15.

*To Japanese Ports.*—Venice Maru, Yamashita Shipping Co., July 8; a steamer, Roy I. Funk, July 15.

*To Australian Ports.*—Mirrabooka, July 8; a steamer, July 15—both Empire Shipping Co.

### From Vancouver

*To Yokohama, Kobe, Shanghai and Hongkong.*—Hiye Maru, July 14; Heian Maru, Aug. 11—both Nippon Yusen Kaisha (also call Osaka); Tantalus, Blue Funnel Line, Aug. 8.

*To Yokohama, Kobe, Shanghai, Hongkong and Manila.*—Empress of Russia (calls Nagasaki), July 16; Empress of Japan (calls Honolulu), July 30; Empress of Asia (calls Nagasaki), Aug. 13—all Canadian Pacific.

*To Honolulu, Suva, Auckland and Sydney.*—Aorangi, Canadian-Australasian Royal Mail Line, July 15.

*To Macassar, Sourabaya, Samarang, Batavia, Singapore, Belawan Deli, Penang, Rangoon and Calcutta.*—Silverash, July 8; Bintang, Aug. 7—both Silver-Java Pacific Line.

*To Auckland, Wellington, Melbourne and Sydney.*—Golden Cross, Oceanic and Oriental Navigation Co., July 16.

*To Liverpool, London, Southampton and Rotterdam.*—Nebraska, July 17; Dinteldyk, Aug. 1; Loch Katrine, Aug. 14—all North Pacific Coast Line.

*To London, Hull, Bergen and Oslo.*—Benjamin Franklin, July 24; Laurits Swenson, Aug. 15—both Fred Olsen Line.

*To Manchester.*—Pacific Pioneer, Furness (Pacific) Ltd., July 9.

*To Havre, Dunkirk, Bordeaux and Antwerp.*—Winnipeg, French Line, July 11.

*To Scandinavian Ports.*—Buenos Aires, July 26; Axel Johnson, Aug. 17—both Johnson Line.

*To Port of Spain (Trinidad) and Bridgetown (Barbados).*—Bronnoy, Canadian Transport Co., Ltd., July 14.

*To Rio de Janeiro, Santos, Montevideo and Buenos Aires.*—Hoyanger, July 12; Vilmanger, Aug. 8—both Westfal-Larsen Co. (cargo accepted for Pernambuco, Bahia, Rosario, Santa Fé and other ports).

**Note.**—Firms who desire information concerning ocean mail services may have their names placed on the mailing list of the Post Office Weekly Bulletin by applying to the Post Office Department.

CANADIAN GOVERNMENT TRADE COMMISSIONERS

**Argentine Republic**

E. L. McCOLL, B. Mitre 430, Buenos Aires (1). (Territory includes Chile and Uruguay.)  
*Cable address, Canadian.*

**Australia**

D. H. ROSS. Address for letters—Box 196C, G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable address, Canadian.*  
*Commercial Agent:* B. MILLIN, The Royal Exchange, Sydney, N.S.W.

**Belgium**

HENRI TURCOT, 98 Boulevard Adolphe Max, Brussels. *Cable address, Canadian.*

**Brazil**

A. S. BLEAKNEY. Address for letters—Caixa Postal 2164, Rio de Janeiro. Office—Ed. Da "A. Noite," Sala 802, Praca Maua. *Cable address, Canadian.*

**British West Indies**

*Trinidad:* ACTING TRADE COMMISSIONER. Address for letters—P.O. Box 125, Port of Spain. Office—Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, and British Guiana.) *Cable address, Canadian.*

*Jamaica:* F. W. FRASER, P.O. Box 225. Office—Canadian Bank of Commerce Chambers, Kingston. (Territory covers Jamaica, Hayti, the Bahamas, and British Honduras.) *Cable address, Canadian.*

**China**

L. M. COSGRAVE. Address for letters—P.O. Box 300, Shanghai. Office—Daily News Building, 17 The Bund, Shanghai. *Cable address, Canadian.*

PAUL SYKES. Address for letters—P.O. Box 160, Dairen, Manchuria. Office—Cornabe Building, 1 Higashi-Koen-Cho, Dairen, Manchuria. (Territory covers Manchuria.) *Cable address, Canadian.*

**Cuba**

JAMES CORMACK. Address for letters—Apartado 1945, Havana. Office address—Calle Obrapia 35, Havana. (Territory includes San Domingo and Porto Rico.) *Cable address, Canadian.*

**Egypt**

YVES LAMONTAGNE. Address for letters—P.O. Box 1770, Cairo. Office—22 Shari Kasr el Nil, Cairo. (Territory includes the Sudan, Palestine, Cyprus, Iraq, Syria, and Persia.) *Cable address, Canadian.*

**France**

HERCULE BARRÉ, 3 rue Scribe, Paris (9). (Territory includes French Colonies in North Africa.) *Cable address, Cancomac.*

**Germany**

ACTING TRADE COMMISSIONER, Mönckebergstrasse 31, Hamburg. (Territory covers Germany—except the Rhine Valley—Czechoslovakia, Austria, and Eastern European countries.) *Cable address, Canadian.*

**Greece**

ACTING TRADE COMMISSIONER, 1 Corai Street, Athens. (Territory includes Turkey.) *Cable address, Canadian.*

**Hongkong**

V. E. DUCLOS. Address for letters—P.O. Box 80, Hongkong. Office—Gloucester Building, Hongkong. (Territory includes South China, the Philippines, British North Borneo, and Indo-China.) *Cable address, Canadian.*

**India and Ceylon**

R. T. YOUNG. Address for letters—P.O. Box 2003, Calcutta. Office—8 Esplanade Mansions, Government Place East, Calcutta. *Cable address, Canadian.*

**Irish Free State and Northern Ireland**

J. H. ENGLISH, 66 Upper O'Connell Street, Dublin, Irish Free State (*cable address, Canadian*); and 44 Ann Street, Belfast, Northern Ireland (*cable address, Adanac*).



**Italy**

- A. B. MUDDIMAN, Via Manzoni Nr. 5, Milan (102). (Territory includes Spain, Portugal, Gibraltar, Canary Islands, Malta, Italian Colonies in Africa, Albania, and Jugoslavia.) *Cable address, Canadian.*

**Japan**

- Tokyo:* J. A. LANGLEY, Commercial Secretary; RICHARD GREW, Trade Commissioner. Address for letters—P.O. Box F101, Tokyo Central. Office—Imperial Life Assurance Building, Marunouchi, Tokyo. *Cable address, Canadian.*  
*Kobe:* ACTING TRADE COMMISSIONER. Address for letters—P.O. Box 230, Kobe. Office—Chamber of Commerce Building, Kobe. *Cable address, Canadian.*

**Mexico**

- C. NOEL WILDE. Address for letters—Apartado Num. 126-bis, Mexico City. Office—Edificio Banco de Londres y Mexico, Num. 30, Mexico City. (Territory includes Central American Republics.) *Cable address, Cancoma.*

**Netherlands**

- J. C. MACGILLIVRAY, Beursplein 26B, Rotterdam. (Territory includes the Rhine Valley and Switzerland.) *Cable address, Canadian.*

**Netherlands East Indies**

- G. R. HEASMAN. Address for letters—P.O. Box 84, Batavia, Java. Office—Chartered Bank Building, Melacca St., Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, and Siam.) *Cable address, Canadian.*

**New Zealand**

- C. M. CROFT. Address for letters—P.O. Box 33, Auckland. Office—Yorkshire House, Shortland Street, Auckland. (Territory includes Fiji and Western Samoa.) *Cable address, Canadian.*

**Norway**

- F. H. PALMER, Jernbanetorget 4, Oslo. (Territory includes Scandinavian countries and Finland.) *Cable address, Canadian.*

**Panama**

- J. A. STRONG. Address for letters—P.O. Box 222, Panama City. Office—Royal Bank of Canada Building, Santa Ana Plaza, Panama City. (Territory includes Venezuela and Colombia.) *Cable address, Canadian.*

**Peru**

- C. S. BISSETT. Address for letters—Casilla 1212, Lima. Office—Calle Coca, 478, Lima. (Territory includes Bolivia and Ecuador.) *Cable address, Canadian.*

**South Africa**

- G. R. STEVENS. Address for letters—P.O. Box 683, Cape Town. Office—Cleghorn & Harris Building, Adderley Street, Cape Town. (Territory includes Southwest Africa, the Rhodesias, Nyasaland, Tanganyika Territory, and Kenya Colony.) *Cable address, Cantracom.*

**United Kingdom**

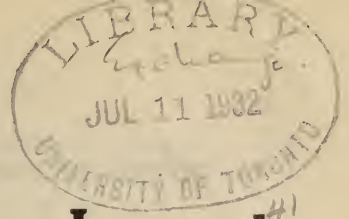
- London:* HARRISON WATSON, Canada House, Trafalgar Square, S.W.1. (Territory covers Home Counties, Southeastern Counties, and East Anglia.) *Cable address, Sleighing, London.*  
*London:* J. FORSYTH SMITH, Fruit Trade Commissioner, Walter House, Bedford Street, Strand, W.C.2. *Cable address, Canfrucom.* (Territory—for fresh fruit only—covers United Kingdom, Norway, Denmark, Sweden, France, Holland, Belgium, Germany, and Spain.)  
*Liverpool:* H. R. POUSSETTE, Century Bldgs., 31 North John Street. (Territory covers North of England, Lincolnshire, North Midlands, and North Wales.) *Cable address, Canadian.*  
*Bristol:* DOUGLAS S. COLE, Sun Building, Clare Street. (Territory covers West of England, South Wales, and South Midlands.) *Cable address, Canadian.*  
*Glasgow:* GORDON B. JOHNSON, 200 St. Vincent Street. *Cable address, Cantracom.*

**United States**

- New York City:* FREDERIC HUDD, 25 Broadway. (Territory includes Bermuda.) *Cable address, Cantracom.*

**Note.—Bentley's Second Phrase Code is used by Canadian Trade Commissioners**





# Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

Minister: Hon. H. H. Stevens, M.P.

Deputy Minister: James G. Parmelee

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## TABLE OF CONTENTS

	Page		Page
Trade Commissioners on Tour . . . .	41	Trade of Portugal in 1931 . . . . .	72
Notes on Some Canadian Exports to Scotland . . . . .	42	Wheat Crop Prospects in Portugal . .	74
Conditions in North of England . . . .	45	Road-building in Japan . . . . .	75
Irish Free State Butter Bounties . . . .	46	Demand for Frozen Shrimps in Japan	76
Company Taxation in Australia . . . .	47	Grain Crop Prospects in Japan . . . .	77
Hardwoods of Australia . . . . .	52	Trade of the Port of Osaka . . . . .	77
Market for Apparel in Jamaica . . . . .	53	China Wheat Trade, January to April	78
Hides and Leather Industry and Mar- kets of India . . . . .	57	Control of Exchange in Ecuador . . . .	80
Foreign Trade of Mexico in 1931 . . . .	61	Changes in the Consular List . . . . .	80
Commercial Travellers' Regulations in Mexico . . . . .	69	British Merchandise Act . . . . .	80
Argentine Government Tenders for Public Works . . . . .	70	Tariff Changes, Etc. . . . .	81
Electric Refrigeration in Sweden and Norway . . . . .	71	Tenders Invited—Australia . . . . .	82
		Foreign Exchange Quotations . . . . .	83
		Trade Inquiries . . . . .	84
		Proposed Sailings . . . . .	85
		Commercial Intelligence Service . . . .	87

## TRADE COMMISSIONERS ON TOUR

### Mr. Barré

Mr. Hercule Barré, Canadian Trade Commissioner in Paris, will visit the following cities in the interest of Canadian trade with France:—

Vancouver . . . . .	July 11 to 15	Toronto . . . . .	July 28 to Aug. 4
Victoria . . . . .	July 16 to 18	London . . . . .	Aug. 5 and 6
New Westminster . . . . .	July 19	Hamilton . . . . .	Aug. 8

### Mr. Croft

Mr. C. M. Croft, Canadian Trade Commissioner in Auckland, will visit the following cities in the interest of Canadian trade with New Zealand:—

Goderich . . . . .	July 8	Kitchener . . . . .	July 11 and 12
Stratford . . . . .	July 9	Guelph . . . . .	July 13

Canadian firms desirous of being brought in touch with the Trade Commissioners should communicate, for Toronto and cities in British Columbia, with the office of the Canadian Manufacturers' Association in Toronto and Vancouver respectively; and for the other cities with the Board of Trade or Chamber of Commerce in these centres.

## NOTES ON SOME CANADIAN EXPORTS TO SCOTLAND

G. B. JOHNSON, CANADIAN TRADE COMMISSIONER

Glasgow, June 22, 1932.—Canada's export trade to Scotland is already a large one in many lines of production and, despite the depression, has been maintained surprisingly and in some articles has even increased. The new British tariffs, assisted in some cases by the depreciation of the Canadian dollar as against those currencies still linked inelastically to gold, is assisting the Dominion and will undoubtedly have an increasingly favourable effect in stimulating Canadian sales in Scotland. High hopes are entertained that the forthcoming Ottawa Conference will lay the foundation of a new era in trade between the two countries.

*Wheat.*—Canada supplies at present about 63 per cent of the wheat imported into Scotland from all countries. Canadian Western hard spring wheat is essential to the class of flour required by the bakers, who in Scotland still employ the "long" method of baking, and produce bread rich in protein. In the first quarter of 1932 Canada's share of the trade rose to 63 per cent from 53 per cent for the same period last year.

*Oats.*—As this is the principal cereal crop in Scotland, imports are usually small. It is only as the result of a crop failure in Scotland that imports are of considerable dimensions, when the Dominion obtains a fair share of the trade.

*Barley.*—Scottish barley is also a very important crop, and, for some purposes, is unsurpassed. The Canadian variety comes in in considerable volume, but, owing to its light weight, its heavier admixture, and its irregularity in malting, it is regarded as "second" quality, and competes with American, North African, Indian, and the lower qualities of Danubian.

*Rye.*—The trade in this grain in Scotland has practically ceased.

*Linseed.*—In Scotland the crushing mills are part of a combine, and have been using mainly cottonseed, which is cheap in comparison. The large crushing mills are in Liverpool.

*Flour.*—In 1931 Canada supplied 49 per cent of all flour imported into Scotland; the total imports were over 3,000,000 cwts. As compared with 1929, the Dominion improved her position by nearly 12 per cent. Canadian flour still holds its pre-eminence among bakers in Scotland.

*Alfalfa Meal.*—There is some demand, although not large, for alfalfa meal in Scotland, of which Canada obtains a share, but the Scottish demand is only for a high-grade article.

*Cattle.*—The resumption of the Canadian cattle trade with Scotland in 1931 resulted in shipments of 5,904 head of store or stocker cattle and fats. Scotland is the best market in the United Kingdom for store cattle for conditioning in the pastures, and the trade is likely to grow unless the American market proves more profitable through a lowering of tariff barriers or for other reasons. Early in the season of 1932 the trade was held up through a lack of transportation facilities, but the Department of Trade and Commerce eventually made the necessary arrangements in co-operation with the shipping companies. Two excellent shipments have reached Glasgow from Montreal during the present season, and on the whole good prices have been realized.

*Hay.*—The low market prices in 1931 prevented extensive imports of hay from Canada, especially as the Scottish crop was particularly good. Usually there is a constant demand for No. 2 timothy from Canada, as it is superior to anything grown in Britain. Prices, however, must not be too high, and only the best qualities should be shipped, otherwise it is competing unsuccessfully with equally good Scottish hay. The large carry-over from the abundant



Scottish crop of 1931 hangs over the market, and trade is stagnant. The weather at present promises a crop of good quality this year, but average in quantity.

*Cheese.*—It is recognized that the best cheese imported into Scotland is Canadian cheddar, and this is a very old trade. In times past Canada held first place, not only in quality as she does to-day, but as a source of supply. That position has passed, at least temporarily, owing to the bulk of the trade being held by New Zealand. There is always a premium on Canadian cheese, but production for export in recent years has fallen off in the Dominion owing to the demand for milk and cream in markets nearer home. But the indications are that production will increase.

*Butter.*—During the past year Canadian butter has been again on the British market in small quantities after some years' absence. The quality is excellent, and with the increasing production in the Dominion, exports to Scotland should increase if Canadian shippers can furnish continuous supplies. The size of the market is indicated by the fact that in 1930 the total imports were valued at £47,000,000. Scotland imports about one-eighth of that amount.

*Eggs.*—There is some market in Scotland for Canadian stored eggs in the autumn, provided they can be put down at a moderate price. It would pay the Canadian farmer well if he would devote a little more attention to shipping eggs to this country.

*Bacon and Hams.*—The trade in Scotland in bacon has been chiefly confined, as usual, to Danish and other continental bacon, and Canadian has been practically off the market for years. Low prices have made the business unremunerative to Canadian shippers. In 1931 there were a few arrivals of Canadian hams at Glasgow, which gave every satisfaction, and which can always command a small premium. The trade from Canada in these products is being resumed in some volume, and will probably increase.

*Apples.*—Glasgow is one of the principal ports to which Canadian apples are consigned, especially the boxed varieties from British Columbia.

*Canned Fruits and Vegetables.*—Since the middle of last year there has been a remarkable increase in the sale of canned fruits and vegetables from Canada, especially canned apples and pears. The demand has far outstripped the supply. Canadian growers and packers should see to it that there is from now on a great increase in the pack of these products for the British market.

*Canned Salmon and Frozen Salmon.*—In Scotland there has also been a remarkable increase in the sale of Canadian canned salmon, due in the main to publicity through the medium of a film-lecture, which has been presented to numerous organizations and public meetings, organized by this office and the agent of one of the Canadian packers.

A fair market exists for frozen salmon. Shipments have lately been coming forward from British Columbia.

*Timber.*—The timber trade has long been flat owing to the depression of the shipbuilding industry, the principal consumer, but the provision of new housing has been brisk, and large new contracts for housing schemes, mainly in Glasgow, have been let.

A steady demand has continued for Douglas fir in No. 2 clear and better planks and fitches, edge-grain boards, flooring strips, and in merchantable quality planks and timbers. Sitka spruce was also in demand. Quebec yellow pine was in small demand owing to the depression in the engineering industry, where the Quebec pine is considered to be superior to all others for pattern-making. This wood is both scarce and high in price.



It seems likely that Glasgow corporation will use not only "clear" Douglas fir in its future housing schemes, but "merchantable" as well for certain purposes. It all depends on price, but the preference will be for Canadian.

*Flooring.*—Both Canadian maple and birch flooring are now used in Scotland for schools and certain other public buildings. Birch flooring until recently was unknown. It is now to be seen in a number of Scottish schools and other buildings, and its use should grow. Canadian maple should gradually assume the important place formerly held by American flooring.

*Doors.*—The huge import trade in doors for houses has been largely in the hands of the Americans and Swedes. These foreign doors are now no longer used in housing schemes subsidized by the Government. While British production can probably take care of requirements, there is nevertheless a good opportunity for a slice of the trade for Canadian, and for the first time an important door factory in British Columbia has quoted competitive prices, and substantial business seems likely to follow.

*Building and Insulating Board.*—A Canadian insulating board has been used in a recent Glasgow housing scheme, and its use is likely to extend.

*Raw Tobacco.*—Scotland is a comparatively small manufacturer of tobacco, but the Ontario bright flue-cured is now recognized as being equal to the best Virginia, and its use is likely to extend.

*Plywood.*—Little, if any, Canadian plywood is imported into Scotland. There should be an opportunity here.

*Woodware.*—Canadian softwood broom handles from British Columbia have been imported into Scotland for some years. The trade should grow owing to the import duties now applicable to American and other goods, and the more favourable exchange.

Clothes pins from Eastern Canada are imported to some extent. Continental competition has prevented larger business.

Owing to the new duties, Canadian woodware in general should have a better opportunity in the market, if manufacturers will supply, not only at competitive prices, but on the terms and conditions usual in this trade.

*Pulp and Paper.*—Comparatively little wood-pulp is imported into Scotland from Canada, as Scandinavian countries are so near at hand. Furthermore, the bulk of the Scottish paper mills, which number well over fifty, use esparto grass in the main for their raw material.

One important Glasgow newspaper uses Canadian newsprint; the others in Scotland mainly Scandinavian or home production. Recent tariffs should make it easier for Canadian firms to enter the market.

Kraft wrapping paper from Canada has been sold in Scotland for years, and the demand should increase.

Other papers, depending on the variety, have increased prospects of business through the operation of the new tariffs.

A considerable variety of other articles from Canada are imported into Scotland; for instance, rubber footwear in considerable volume, some special leather shoes for women, abrasive wheels, honey, maple syrup and sugar, macaroni, condensed milk, seeds, workmen's gloves, confectionery, motor cars, silver foxes (live), and sole leather.

It behoves Canadian producers and exporters to study the new British tariffs, with a view to supplying some of the imports formerly exported to Britain from foreign countries.

## CONDITIONS IN NORTH OF ENGLAND

H. R. POUSSETTE, CANADIAN TRADE COMMISSIONER

Liverpool, June 17, 1932.—Economic conditions in the North of England are probably in a more depressed state than in the southern portion of the country. As an illustration of conditions, the facilities provided at the port of Liverpool—one of the finest dock systems in the world—are only being operated to about 50 per cent of capacity.

### COTTON

While cotton does not occupy its former pre-eminent position in the trade of the United Kingdom, its fortunes are of great moment. Various factors have combined to bring this about, the chief one being the loss of markets, which in earlier days formed profitable outlets for Manchester goods and where they were supreme. Countries like India and China, that used to purchase enormous quantities of goods, have reduced their purchases to a fraction of what they were formerly. Moreover, a number of countries that were formerly importers of cotton goods—and India can be specially mentioned—now have important industries of their own, and while in normal times they may still buy fairly large quantities of certain grades of Manchester goods, to-day the trade is greatly curtailed.

Another adverse influence affecting the cotton industry is the unfortunate long-drawn-out dispute between capital and labour. Efforts have recently been made to increase the number of looms operated by a weaver, but except in isolated instances these have not been successful. At the recent conclusion of negotiations it was announced that when the spinning and weaving mills opened at the beginning of the present week, it would be with freedom from any general agreement relative to either rates of pay or hours of working. This announcement would affect about 500,000 employees.

With the large decrease in sales abroad it is evident that Lancashire has too many cotton mills. A reorganization movement is in a fairly advanced stage; one object of that will be to purchase and close down mills that are found to be surplus to the requirements of the industry.

### IRON AND STEEL

No industry has felt the depression more than that of iron and steel. This condition has had its repercussion upon the trade of the Northeast Coast, where iron and steel are of predominant importance. Reports from Middlesbrough are not encouraging, and there does not seem to be any prospect of early improvement.

The iron and steel industry has for some time agitated for a measure of protection. This has now been accorded, but not in an unfettered form. The continuance of protection for the steel industry is not to be taken for granted, but will depend largely upon the success of the reorganization within the industry that has been laid down as imperative. The Chief of the Import Duties Advisory Committee, speaking recently to a large gathering of manufacturers representative of the industry, stated that the object of the tariff was to enable the steel industry to reorganize itself "on the lines best adapted to this country, and the diversified nature of the demands that have to be met." He pointed out that it is impossible for the industry to be prosperous unless "it can sell its products; and it can only sell these products if the industries using them are flourishing, and these can only maintain and develop their exports if they can be sure of getting from the steel industries the requisite material and the right quality, and at the lowest possible prices." Apparently the Chairman of



the Import Duties Advisory Committee felt that protection would be of little benefit to the steel industry unless it could make full practical use of it, and that it must not operate to the disadvantage of the secondary industries which require a supply of steel at a price which will enable them to compete in the markets of the world. As a result of the meeting, a committee has been appointed, representative of the industry throughout the country. It has been divided into sub-committees which will deal with every phase of the problem.

#### SHEFFIELD INDUSTRIES

Cutlery is no exception to other industries in the North of England. The fall in the value of sterling undoubtedly benefited Sheffield for a time, but the grave state of world commerce has destroyed any advantage gained and conditions are now as they were last summer. The production of steel in this area shows no sign of improvement.

#### SHIPBUILDING

Shipbuilding, that once contributed so largely to the prosperity of Northern England, is probably more depressed than it ever has been in its history. The yards have largely to depend on repair work to keep them going, and this is having a disastrous reactionary effect on the many smaller industries dependent upon shipbuilding.

### IRISH FREE STATE BUTTER BOUNTIES

JOHN H. ENGLISH, CANADIAN TRADE COMMISSIONER

Dublin, June 19, 1932.—A Bill, known as the Dairy Produce (Price Stabilization) Bill, introduced into the Irish Free State Parliament in April, has now been virtually passed by the Senate, and will likely become an Act within the next week or so.

In brief, the object of the legislation is to stabilize the domestic price of butter, and to encourage the milk and butter-producing and exporting industries of the Irish Free State, all of which have been badly hit by the present economic depression, particularly as regards the Free State's leading and almost only export market, Great Britain.

To attain the objects in view, the Act, which becomes partially operative as from April 21, 1932, imposes a levy on all home-produced butter, and by this means it is proposed to pay a bounty on exported butter. The general levy or tax on production will be at the rate of 2d. per pound (with certain variations at the discretion of the Minister of Agriculture). The export bounty is to be regulated according to the class of butter in question; creamery butter receiving 4d. per pound, while at the beginning factory butter and farmers' butter will receive a bounty of only 2½d. per pound.

The bounty is payable all the year round, while the levy on production is operative only from March 1 to November 30 each year. It is anticipated that this will encourage winter dairying. At present there are some 200 creameries in the Irish Free State, as well as many storage stations, and under the Act these will require to be registered and to make certain returns to the Department of Agriculture.

In 1931 a customs duty of 4d. per pound was placed on butter imported into the Irish Free State, but, while this is to be continued, the present Act prohibits the import of butter except under licence. Another section makes provision for the prohibiting of exports except under licence by the Minister of Agriculture, should such action be deemed necessary in the interests of the home market.

An important provision of the Act empowers the Minister to fix wholesale maximum prices for the purpose of ensuring that the retail price of butter in the Irish Free State does not exceed in price 1s. 5d. per pound. The present retail price in 1 pound cartons in Dublin is 1s. 5d. (approximately 34 cents).

In addition to butter, the provisions of the Act extend to cream in bulk or in sealed tins, condensed milk and dried milk. It is provided that the import of milk products may be prohibited, except under licence, for consignments, while the export of these goods is prohibited except by general licence issued by the Minister of Agriculture.

Until regulations are made prescribing the rate at which bounties are to be paid on milk products, the rate mentioned in the Act will be 2d. per pound of the butter equivalent of the goods. For the purposes of these bounties, the butter equivalent of any milk product (which does not include butter) is deemed to be the amount of butter to which such milk products would be equal on the basis of 84 pounds of butter fat contained in the products being equal to 100 pounds of butter.

## COMPANY TAXATION IN AUSTRALIA

M. T. STEWART, ASSISTANT TRADE COMMISSIONER

Melbourne, June 1, 1932.—Inspired by an inquiry received from Canada, the following report on the taxation of companies in Australia is the result of careful and exhaustive inquiry involving correspondence and interviews with numerous taxation officials and government departments. The intention has been to deal with the whole matter in a comprehensive manner, yet as briefly as possible. Sufficient documentary material has been included to allow for further research, and concrete examples have been given covering taxation and rates for the Metropolitan areas of Melbourne and Sydney, the two chief industrial centres of the Commonwealth. The various forms of taxation to which a company would be liable are set forth under the following headings:—

*Commonwealth Taxation.*—(a) Commonwealth income tax; (b) Commonwealth land tax.

*State Taxation.*—(a) State income tax; (b) State land tax; (c) State accident insurance; (d) unemployment relief.

*Municipal or Local Taxation* (Melbourne and Sydney only).—(a) Municipal rates (local); (b) water rates; (c) electricity; (d) other rates.

### COMMONWEALTH INCOME TAX

Companies are assessable on the whole of their taxable income at the rate of 16d. in the £. Dividends from companies are not taxed in the hands of the shareholder unless the rate of tax payable by the individual shareholder on property income with dividends included therein exceeds 16d. If the individual rate then exceeds 16d., the shareholder is taxable in respect of his dividend with his other income at his individual rate, with a rebate of the tax paid by the company on that dividend. A further tax of 1s. 6d. in the £ is payable by companies on income from property. The tax is increased by 5 per cent for 1931-32. Companies do not receive a statutory exemption.

### COMMONWEALTH LAND TAX

The tax is upon the unimproved value of land throughout the Commonwealth. The rates given below are subject to a 10 per cent reduction recently granted:—

Resident taxpayers £5,000 or under, unimproved value—exempt.

Rate of tax for a resident owner on so much of the taxable value as exceeds £5,000, but does not exceed £75,000, of 1·1/18,750th pence where the taxable value is £1, the rate increasing uniformly with each increase of £1 of taxable value by 1/18·750th of a penny.

For every £1 of taxable value in excess of £75,000, the rate of tax is 9d.



## VICTORIA

*State Income Tax.*—No exemption is allowed on incomes exceeding £500 or to companies. The minimum tax is 5 shillings. Tax increased by  $7\frac{1}{2}$  per cent for 1931-32. Companies, 1s. 9d. in the £1.

*State Land Tax.*—Tax is levied on all land whose unimproved value exceeds £250. As the unimproved value rises above £250, the exemption of £250 diminishes at the rate of £1 for every £1 of excess, so as to leave no exemption at £500. There is a uniform rate of  $\frac{1}{2}$ d. per £ of unimproved value, plus 5 per cent super tax, and the minimum amount payable is 2s. 6d.

*State Accident Insurance.*—The following rates are charged annually on the basis of per £100 of wages paid:—

Agricultural implement factories . . . . .	22s. 6d.
Agricultural implement importers and fitters . . . . .	13s. 6d.
Machine shops making tools and dies . . . . .	22s. 6d.
Acid works, chlorination and chemical works . . . . .	17s. 6d.
Chemical manures . . . . .	17s. 6d.
Manufacturing chemists . . . . .	15s. 0d.
Ammonia manufacturers . . . . .	17s. 6d.

No unemployment relief tax levied on companies.

## NEW SOUTH WALES

*State Income Tax.*—The rates applicable to the taxable income of companies are:—

	Per £		Per £
Where income does not exceed £500	2s. 0d.	£3,001 to £3,500 . . . . .	2s. 6d.
£ 501 to £1,000 . . . . .	2s. 1d.	3,501 to 4,000 . . . . .	2s. 7d.
1,001 to 1,500 . . . . .	2s. 2d.	4,001 to 4,500 . . . . .	2s. 8d.
1,501 to 2,000 . . . . .	2s. 3d.	Exceeding £4,500 . . . . .	2s. 9d.
2,001 to 2,500 . . . . .	2s. 4d.	Foreign companies . . . . .	2s. 9d.
2,501 to 3,000 . . . . .	2s. 5d.		

Companies' and shareholders' dividends are now treated as taxable income in the hands of shareholders, but provision is made in certain circumstances for the shareholder to obtain a rebate in respect of tax paid by the company. Where a company has not, within nine months after the close of any income year, distributed to its shareholders at least two-thirds of its taxable income, the Commissioner may assess the additional tax that would be payable by the shareholders.

*State Land Tax.*—Tax is levied on the unimproved value of land in the Western Division of the State outside municipal areas, and the rate is 1d. for every pound sterling over and above £240.

(NOTE.—The State tax on lands within the city of Sydney has been suspended.)

*State Accident Insurance.*—The following are the rates payable per £100 of wages paid:—

Agricultural implement factories . . . . .	50s.
Machine shops (approximate) . . . . .	50s.
Acid works, chlorination and chemical works . . . . .	44s.
Chemical manures . . . . .	44s.
Manufacturing chemists . . . . .	26s.
Ammonia manufacturers . . . . .	44s.

*Unemployment Relief.*—The rate of tax is as follows: 1s. in the £ of the net assessable income derived by a person or a company deriving income during the income year ending on June 30, 1932. This tax is an emergency measure and liable to variation or repeal.

## QUEENSLAND

*State Income Tax.*—Companies—on the taxable incomes of all companies not being public utility companies or monopoly companies, or those foreign companies for which special rates of tax are prescribed:—

	In each and every £
If the total profits liable to tax do not exceed 6 per cent on the capital	18d.
If such profits—	
Exceed 6 per cent and do not exceed 7 per cent . . . . .	20d.
Exceed 7 per cent and do not exceed 8 per cent . . . . .	22d.
Exceed 8 per cent and do not exceed 9 per cent . . . . .	24d.
Exceed 9 per cent and do not exceed 10 per cent . . . . .	26d.
etc.	

*Super Tax.*—In addition to the foregoing rates, there is a super tax of 20 per cent.

*State Land Tax.*—The Act applies to all lands within Queensland which have been alienated from the Crown for an estate in fee-simple.

If the taxable value is:—	In each and every £
Less than £500 . . . . .	1 d.
£ 500 or over, but is less than £ 1,000 . . . . .	1½d.
1,000 or over, but is less than 2,000 . . . . .	1¾d.
2,000 or over, but is less than 2,500 . . . . .	2 d.
2,500 or over, but is less than 3,000 . . . . .	2¼d.
3,000 or over, but is less than 4,000 . . . . .	2½d.
4,000 or over, but is less than 5,000 . . . . .	2¾d.
5,000 or over, but is less than 10,000 . . . . .	3 d.

And in addition, on all undeveloped land, in respect of each financial year, 2d. in the £ of the value, and in assessing the value no amount of exemption shall be deducted.

*State Accident Insurance.*—The rates paid by employers per £100 of wages are as follows:—

Agricultural implement factories (this rate applies to machine shops, etc.)..	28s. 0d.
Acid works, chlorination and chemical works . . . . .	32s. 6d.
Chemical manures . . . . .	22s. 6d.
Manufacturing chemists . . . . .	17s. 0d.
Ammonia manufacturers . . . . .	32s. 6d.

*Unemployment Relief.*—No unemployment relief tax levied on companies in Queensland.

SOUTH AUSTRALIA

*State Income Tax.*—Company taxation—for so much of the whole taxable amount of income as does not exceed £5,000 the rate of tax per pound sterling shall be 11½/200 pence where the taxable income is one pound sterling and shall increase uniformly with each increase of one pound sterling of the taxable income by one two-hundredths of a penny. For every pound sterling of the taxable amount of income of a company in excess of £5,000 the rate of tax shall be thirty-six pence. In addition to the income tax on income derived by a company, there shall be payable a super tax equal to 25 per cent of the total amount of such income tax, which super tax shall be added to and form part of the income tax.

*State Land Tax.*—One penny in the £ on the total unimproved value of the land, and an extra penny in the £ on the total unimproved value of the land over £5,000 of each owner. All rates carry a super tax of 25 per cent.

*State Accident Insurance.*—The rates are not available.

*Unemployment Relief.*—No unemployment relief tax levied on companies.

WESTERN AUSTRALIA

*State Income Tax.*—Companies are taxable on profits earned, at a flat rate of 1s. 3d. in the £, plus 15 per cent super tax.

*State Land Tax.*—Land tax is levied on the unimproved value at the rate of two pence in the pound on land which is not improved within the meaning of the Act, and one penny in the pound on land which is improved.



*State Accident Insurance.*—The rates are not available and are unimportant for the purpose of this report.

*Unemployment Relief.*—No unemployment tax, but an Act to establish a Hospital Fund was enacted. The Act provides that every person (with certain reservations, principally salary or wages up to £52) shall pay 1½d. per £ in respect of the salary or income.

Business profits, property income and companies' profits, are taxed on assessments which issue with income tax or dividend duty assessments.

## TASMANIA

*State Income Tax.*—On the income of any company, the rate is 1s. 6d. in the £ of taxable amount.

*State Land Tax.*—For every pound of the taxable value of land:—

For every pound of the taxable value of land	Rate of Tax in Pence
Up to £2,500 . . . . .	¾d.
Over £2,500 up to £5,000 . . . . .	1¾d.
Over £5,000 up to £15,000 . . . . .	1¾d.

*State Accident Insurance.*—The rates are not available.

*Unemployment Relief.*—A special tax of three pence in the £ is payable on all net income of persons and companies amounting to or exceeding £52.

## INCIDENCE OF AUSTRALIAN COMPANY TAXATION

Apart from the Commonwealth and State taxation, there are the municipal rates and local charges. In order to simplify the inquiry, Melbourne and Sydney have been chosen as being the two most important metropolitan areas, and therefore the following calculations have been confined to these two centres.

For purposes of illustration, assuming that an investment of \$200,000 is equivalent to £50,000 Australian currency and estimating the project as capable of earning 6 per cent net on the invested capital, the net income for taxation purposes would be £3,000.

The Federal income tax at the rate of 1s. 4d. plus 5 per cent additional for 1931-32 (or 1s. 4·8d.) on £3,000 equals £210.

The Victorian State income tax at the rate of 1s. 9d. plus 7½ per cent additional for 1931-32 (or 1s. 10·575d.) equals £282 3s. 9d.

The New South Wales State income tax, at the rate of 2s. 6d. in the £ on £3,000, equals £375. The rate for foreign companies (that is companies registered outside New South Wales) is 2s. 9d. in the £.

In order to illustrate the incidence of the land tax, on the basis of unimproved value of the land being £5,000, it may be assumed that £15,000 is invested in land and buildings, hence the annual value on a 5 per cent or twenty years' basis is £750. The Victorian State land tax is at the rate of ½d. plus 5 per cent additional, which rate on £5,000 is equivalent to £10 18s. 9d.

The State land tax in New South Wales does not apply to the city of Sydney and other municipalities.

The charges applicable to the metropolitan area of Melbourne are as follows:—

Town rate of 2s. in the £ assessable on the annual value, being the rate for the current year ending June 30, 1932. The annual value is determined by the city council (usually ½<sub>0</sub> of the capital value), hence on the basis of £750 the taxation would amount to £75. The rate varies slightly in suburbs of Melbourne.

In addition, there are the following rates on the same basis as above:—

Metropolitan general rate (sewerage) . . . . .	11d. in the £
Water rate . . . . .	6d. in the £
Drainage and river improvement rate. . . . .	1d. in the £

The Board of Works is authorized by Act of Parliament to make and levy the above rates as follows:—

Metropolitan general rate (sewerage) . . . . .	not exceeding	1s. 2d. in the £
Water rate . . . . .	not exceeding	0s. 8d. in the £
Metropolitan drainage and river improvement rate. . . . .	not exceeding	0s. 1d. in the £

of the net annual value of the property rated,

The electricity commission has issued a tariff and regulations governing electricity supply which are of a technical nature and therefore not incorporated in the report. A copy of the rates is available for reference at the Department of Trade and Commerce, Ottawa, Canada.

In New South Wales there is a family endowment tax, which at present rate is 5d. in the £ on wages paid by employers. This tax is of considerable importance to industrial concerns in Sydney and must be included under the rates and charges applicable to that centre.

The metropolitan area of Sydney includes many municipalities and, as in Melbourne, there is a certain variation in the municipal rates. Rates vary from 3d. to 7d. and are assessed on the unimproved capital value.

Metropolitan Water, Sewerage and Drainage Board rates are 1s. 8d. in the £ on the assessed annual value, e.g. 1s. 8d. on £750 equals £62 10s.

A schedule of rates and regulations governing the electricity supply has been forwarded to the Department of Trade and Commerce, Ottawa, and is available for reference upon application.

COMMONWEALTH SALES TAX

The Commonwealth Sales Tax was increased from 2½ to 6 per cent chargeable on all imports into and sales made in Australia on and after July 11, 1931 (with a few unimportant exemptions none of which are of interest to Canadian exporters).

The following table shows how the Sales Tax at the new rate of 6 per cent operates upon the cost of certain imported goods after giving effect to laws which require certain additions to be made to the invoice value of goods for duty purposes:—

	Goods Duty-free		Goods dutiable at 20%	
	£	s. d.	£	s. d.
Invoice value . . . . .	100	0 0	100	0 0
Statutory addition . . . . .	10	0 0	10	0 0
Primage at 10 per cent . . . . .	11	0 0	11	0 0
Duty at 20 per cent . . . . .	.....		22	0 0
	121	0 0	143	0 0
Add 20 per cent under Sales Tax Act . . . . .	24	4 0	28	12 0
	145	4 0	171	12 0
The 6 per cent sales tax thus actually means. . . . .	8.71%		10.30%	

The 20 per cent additional is regarded as the profit on the sale of the goods.

On the same basis as in these calculations, goods at the following rates of duty are liable for sales tax at the percentages given:—

6 Per Cent on Invoice Value equals		6 Per Cent on Invoice Value equals	
Rate for Duty		Rate for Duty	
5 per cent. . . . .	9.11 per cent	50 per cent. . . . .	12.67 per cent
10 . . . . .	9.50	75 . . . . .	14.65
25 . . . . .	10.69	100 . . . . .	16.63
40 . . . . .	11.88		



## POSSIBLE MODIFICATION OF TAXATION RATES

The purpose of the above summary of taxation in the various forms is to give a rough workable outline of the problem in hand. It is impossible for a layman to deal fully with this subject, but the Acts covering the income tax legislation in the Commonwealth and the various States have been forwarded under separate cover for the further information of those interested. With the report itself are copies of the *Taxpayer*, the official organ of the Taxpayers' Association of Victoria. This forms a fairly complete and reliable summary of the various forms of Commonwealth and State taxation and is particularly commended. Unfortunately, the rates are revised at the end of the current fiscal year closing June 30, 1932, and certain modifications of some of the rates are to be expected. In view of existing conditions, it is not likely that there will be a general revision nor is it probable that the rates will be decreased.

**HARDWOODS OF AUSTRALIA**

B. MILLIN, COMMERCIAL AGENT

Sydney, May 28, 1932.—Softwoods form such a comparatively small portion of Australian forests that it is safe to say that the prevailing feature of their woods is their hardness. For so large a continent it is remarkable that the number of species is not great and is probably less than 500. Again, genera containing large numbers of tree species are few. The genus which stands out in great predominance as a timber-yielder is *Eucalyptus*, exceeding all others put together.

In one respect these timbers have a considerable advantage over the majority of other exotic hardwoods—their rapidity of growth. Experts say that an Australian eucalypt—or gum tree, as it is more popularly known—would make as much growth in twenty-five years as an English oak in two hundred years. Although these woods must be classified under the heading of hardwoods, they possess great differences in physical properties for timbers of a single genus. It is these features that give them such a high reputation, and make them of so much value to various trades. Many of them are easily worked, while other kinds will offer great resistance to cutting tools. The pride of place for durability is occupied by “ironbark,” to quote the popular name, and this yields the hardest and most durable timber of the whole genus. A specimen weighing  $70\frac{1}{2}$  pounds per cubic foot showed a crushing strength of over 4 tons to the square inch. This timber has been largely used for Australian railway sleepers, and the average length of service was shown to be  $22\frac{1}{2}$  years. It has been largely used in Australia for building purposes as girders and story posts, as it resists great heat for a long time and does not collapse like steel.

Turpentine is another species for which there is a great demand. It is specially suitable for wharf piles, and is probably the best timber known for resisting the marine teredo. All the wharves of Sydney are constructed from turpentine piles, and many of them have been used for forty years and are still in good condition. When driving these piles the bark is left on; the inner layer containing a resin is not relished by animal life. These piles are obtainable in lengths up to 60 feet and are exported abroad in large quantities. A recent shipment was sent to Falmouth, England.

One of the principal uses for hardwoods in Australia is that of wood blocks for street paving; many miles have been laid down. Blocks laid down for

twenty-five years have been examined and measured and the wear has been found to be negligible, although subjected to very heavy traffic conditions.

Australian hardwoods are not much used for roof timbers and other purposes where weight is a consideration, Douglas fir being preferred on account of being lighter and more easily handled and worked.

Many Australian timbers possess some very fine examples of figuring, and are specially suitable for veneers, such as the following: walnut, tulip wood, black bean, myall, honeysuckle, jarrah, elm, teak, and beef wood. Recently a shipment of 100,000 square feet of walnut veneer was despatched to Canada.

## MARKET FOR APPAREL IN JAMAICA

F. W. FRASER, CANADIAN TRADE COMMISSIONER

Kingston, Jamaica, June 17, 1932.—Considerable quantities of goods are imported each year into Jamaica under the heading "apparel." This term, according to the British Board of Trade's classification, which is used in compiling the Jamaican trade returns, includes the following articles: caps, collars, cuffs, corsets, stays, shirts, neckties, and ready-made clothing: total imports during the calendar year 1931 amounted in value to £78,457, of which the United States is credited with £37,925, the United Kingdom with £20,310, Japan with £10,887, Holland with £2,451, China with £2,278, Canada with £1,602, and Germany with £1,347.

### NOTES ON THE PRINCIPAL ARTICLES

*Caps.*—Cheap cotton and tweed caps, costing from 3s. 6d. to 8s. per dozen at the factory, are imported, mainly from England, in standard sizes and various colours, with peaks finished with press studs, and have most of the business, which is quite considerable. Caps of better quality, made of tweed, are produced locally to a moderate extent, and cost about 24s. per dozen wholesale; these caps usually have pleated backs, and supply a better-class demand. For boys', youths', school and college caps, and for men's sports caps, generally blue in colour, but sometimes mixed, there is a small demand; these caps come from England and cost f.o.b. factory from 8s. 6d. to 25s. per dozen. These college caps must not be confused with the university "mortar-board," for which there is no demand in Jamaica; the former are round, close-fitting, peaked in front, and generally carry a device set above the peak.

*Collars.*—For everyday use the soft collar is all but universal with men of the middle and upper classes; the stiff folded white collar, popular in former years, is now worn only by a minority. This, like the dress-collar (also, of course, stiff) comes mainly from England, and costs from 6s. per dozen upwards at factory. Soft collars, made chiefly of cotton, in the familiar styles, are imported from England and the United States. The English collars cost from 6s. to 8s. per dozen f.o.b., and the American from \$1.75 to \$2. White collars predominate, but there is a demand for colours and stripes, especially in the cheaper grades.

Ladies' fancy collars, of silk or georgette, sell to a small extent and come chiefly from Central Europe. They are made in various styles and sizes and are intended to be fixed on to dresses. This is a luxury trade.

*Cuffs.*—There is practically no demand in Jamaica for these articles.

*Corsets and brassières* are in limited demand, England and the United States being the principal countries of supply. Sizes are from 20 inches to 38 inches in circumference, and the price f.o.b. port of shipment varies from 1s. 6d. to 5s.



each. The corsets are furnished with steels, and are mostly of light weight, to suit the climate. For more expensive made-to-measure corsets there is a small demand among ladies of the well-to-do classes; these corsets are made in the United States. One or two American manufacturers have resident agents (ladies) who solicit orders from their friends and acquaintances. The trade in corsets and brassières is purely retail, as there is not sufficient demand to interest wholesalers.

*Stays*, as distinct from corsets, are not sold in Jamaica.

*Men's shirts* are in good demand. A large part of this trade is done with wholesalers, who require a cheap coloured cotton shirt with a stiff collar band, single cuffs, coat style with collar attached, costing around 20s. per dozen f.o.b. These shirts come chiefly in plain colours, but some striped ones are sold. The wholesalers sell to the smaller retailers throughout the island, and there is a big turnover in this trade.

The larger retail houses buy as a rule direct from the manufacturer, and a better quality of shirt is demanded by this trade, prices ranging from 28s. to 40s. per dozen f.o.b. There is also a fair demand for white cotton sports shirts, costing f.o.b. from 36s. per dozen upwards. All-silk shirts, which are much more expensive, have only a limited sale; the middle and upper classes usually buy, for everyday use, shirts made of cotton or of mercerized material. Both plain white and coloured shirts are seen, the latter being as a rule striped—the demand for a shirt of uniform colour, e.g. blue, is quite small. The American coat style has increased in popularity during recent years, but there are still many men who prefer the English pull-over-the-head style which, it is claimed, is the more comfortable. Double cuffs are a usual feature. There is a limited demand for cellular or open-work shirts with single cuffs; these are made in England and sold under a well-known brand. Shirts with collars attached are also seen, especially in sports and artisans' varieties (i.e. workmen's shirts), which latter are made of blue and khaki denim, are imported from the United States and England, and cost the importer from 20s. to 40s. per dozen f.o.b. Dress shirts, mainly English, are in limited demand; of late years the soft pleated front has become more popular than the plain stiff front. They cost between 48s. and 60s. per dozen f.o.b.

*Neckties*.—This is mainly a cheap trade; the demand is mostly for a flashy tie of imitation silk, retailing at about 1s. 9d. or 2s. in the cravat style. Only relatively small quantities of better-quality ties are sold. Cravats are perhaps more popular than bow-ties, although the latter are greatly in evidence, being imported mainly from England at a f.o.b. cost of from 4s. 6d. to 5s. 6d. per dozen. Cravats come chiefly from England, the United States, Czechoslovakia, and Canada, and cost from 10s. to 15s. per dozen. A wide variety of colours is seen.

*Ready-made clothing*, apart from the items listed above, covers a considerable range of articles—viz. men's suits, workmen's overalls, men's and women's hats, hosiery, pyjamas, belts, handkerchiefs, garters and suspenders, ladies' dresses and undergarments, men's undergarments and bath suits. Some of these items, which will be noted in the subjoined observations, are separately classified in the Jamaica customs returns—that is, they are not included under "apparel." A few other large items—e.g. boots and shoes—which, strictly speaking, come within the category of "apparel," will be treated separately in subsequent reports.

*Men's ready-made suits* (consisting, of course, of coat and trousers) are imported from Great Britain and the United States in various sizes. They are mostly made of washing material—i.e. cotton or linen—but some of silk and light-weight worsted are seen. "Scotch tweed" sports coats are carried by many of the stores. Ready-made suits cost from 8s. to 30s. each f.o.b.

*Workmen's overalls* in blue denim, costing f.o.b. from 2s. to 4s. each, are in moderate demand, and are imported chiefly from the United States.

*Hats* are separately classified in the Jamaican customs returns, which give total imports for the calendar year 1931 as follows: (a) of felt, total £8,764: United Kingdom £4,899, Italy £2,337, and Germany £1,127; (b) of straw, total £17,166: United Kingdom £13,397, United States £1,541, Italy £893, Cuba £571, and Switzerland £562; (c) of other materials, total £2,236: United Kingdom £1,002, India £472, and the United States £405.

As regards men's hats, felts predominate, the best grades being made of fur felt and the cheaper of wool felt. The more expensive kinds have but a limited sale, the demand being chiefly for hats of medium and low quality. Velours sell only occasionally. England is the principal supplier of medium and high, and Italy of low grades. The f.o.b. cost to the importer is anywhere from 30s. to 150s. per dozen. Light grey is a favourite colour. Straw hats for men have declined somewhat in popular favour during recent years. They are imported from England, the United States, and also from Cuba; the boater type is the one most commonly seen.

Women's hats are in good demand, cheap and medium qualities being the best sellers. Prices range from 2s. to 30s. each f.o.b., the most expensive varieties coming from France; England and the United States supply the less costly kinds. Women's hats are imported both ready-to-wear and in shapes for trimming. The materials used are felt, crinoline, straws, and Bancoek straws, the last-named being expensive.

*Hosiery.*—This item is in part separately classified in the Jamaican customs returns. Imports of cotton hosiery during 1931 amounted in value to £12,420, of which the United States supplied £9,481, Japan £1,145, the United Kingdom £465, and Canada £295. Silk hosiery, however, is not separately classified, being included under "miscellaneous silk manufactures."

Both men's and women's hosiery are in good demand, and with the progressive betterment of living standards in Jamaica—a process that has been going on for some years—the demand may reasonably be expected to increase. For women's wear, silk and artificial silk in self colours of various shades are the best-liked materials; not so much cotton is seen. Stockings are imported in the usual range of sizes and cost from 50s. to 80s. per dozen pairs f.o.b. Men's hose, of cotton and silk, cost from 6s. to 30s. per dozen pairs f.o.b. The market is highly competitive, especially in women's hosiery.

The demand for children's hose, which is confined mainly to the middle and upper classes, is principally for a three-quarter-length golf stocking with turned-down top, plain colours, in cotton; misses' hose is of about the same type, except that the jacquard top is more popular.

*Pyjamas.*—Men's pyjamas, made chiefly of cotton and mercerized cotton, with relatively small quantities of flannelette, in various sizes and colours, both plain and striped, come from England and the United States and cost the importer f.o.b. from 2s. 6d. to 9s. per suit of two pieces. This is a fairly considerable trade.

Ladies' pyjamas for night wear, and also ladies' beach pyjamas, are not in such great demand; the latter are made of cotton and have only lately come into fashion. The material of the former is usually rayon silk, and the stores carry a variety of styles and colours in both kinds. Prices range from 4s. to 20s. per pair f.o.b. Ladies' one-piece night dresses, in silk and cotton, are in common use, many of the cotton ones being locally made. The price range of those which are imported is about the same as in the case of men's pyjamas.

*Ladies' Dresses.*—Most of the dresses worn by ladies in Jamaica are made up locally, but there is quite a considerable import trade from the United States, Canada, France, and England. There are several shops in Kingston that regu-



larly bring down dresses from New York; the more expensive articles come, as a rule, from France. All styles are seen, the local demand being very much up-to-date; cheap dresses are made of cotton both plain and printed, and these are large sellers; but the demand for linen, silk, satin, net and lace dresses is considerable. Prices range from 4s. to 80s. each f.o.b. Velvet coats, costing f.o.b. from 30s. to 100s. each, are also seen, but are in much smaller demand.

*Ladies' undergarments* come chiefly from Canada and the United States, and also (recently) from Japan. Step-ins, made of rayon silk-knit and also of pure silk, both plain and fancy-trimmed, supplied in the usual range of sizes, cost from 6s. to 60s. per dozen f.o.b. The demand for bloomers with elastic at the knees is not so great as formerly. Slips of the same materials are also in demand, f.o.b. prices ranging from 10s. to 60s. per dozen. Vests are supplied in cotton and rayon silk, the former costing from 5s. to 20s. per dozen f.o.b. and the latter from 10s. to 40s.; they come mostly in white and self-colours.

*Men's undergarments* are in good demand, the "B.V.D." and similar styles being popular. The materials are cotton and check muslin, and both combinations and two-piece suits are in demand. The lower portion of the suit—i.e. the pants—ends as a rule at the knee or a little above, but there is a small demand for full-length drawers. Union suits cost from about 10s. to 35s. per dozen f.o.b.; drawers and vests separately about the same. The "Balbriggan" long drawers with elastic seams down the legs cost the importer from 2s. to 3s. each f.o.b., and are fair sellers. A Canadian combination suit, without buttons, is on the market.

*Bath suits* for men, women, and children are in fair demand in Jamaica, Canada and the United States being the chief sources of supply. They are made of wool and also of cotton; the one-piece suit is preferred, but some two-piece suits are seen. Cotton suits range in price from 2s. to 4s. each f.o.b.; woollen, from 6s. to 18s. each. Dark blue is a favourite colour, but mixed colours are commonly seen at the bathing beaches.

Dressing gowns and bath robes for men and women are in fair demand, the largest seller being an article made of Turkish towelling and costing f.o.b. from 8s. to 15s. each; England is the chief country of origin. These bath robes are often supplied with slippers of the same pattern and material. Dressing gowns, both men's and women's, made of mercerized cotton, silk, and wool in various colour patterns, are also on the market. Ladies' negligé gowns sell well; they are made of cotton crêpe, rayon and pure silk, and come largely from Japan. The pure silk article is, of course, fairly expensive.

*Belts* for men and women have a fair sale. Men's belts are made chiefly of leather and imitation leather, and are imported from the United States and also from Canada, England, and European countries, and cost from 1s. to 6s. each f.o.b. The sliding buckle is popular. Women's patent leather belts, in black and colours, are imported largely from the United States, the demand being mainly for wide ones.

*Handkerchiefs* for men and women, made of cotton, linen, and silk, sell well; the cotton predominate. White is the colour most generally seen, but there is quite a fair demand for cheap coloured handkerchiefs, especially among the lower classes. The United Kingdom is the principal country of supply for ordinary varieties. Ladies' fancy handkerchiefs, embroidered and plain, come from the United Kingdom and Switzerland, both in silk and linen, in boxes containing three and six.

*Garters* for men and women are in demand among the middle and upper classes, Canada, the United States, and Great Britain being the chief countries of supply. The bulk of the demand is for a cheap article costing about 4s. or 5s. a dozen f.o.b.; they come packed in boxes of one dozen. The more expensive garters, made curved to take the shape of the leg, cost from 20s. to 30s. per dozen.

*Sports Wear.*—Cricket, football, tennis, and other outdoor games are extensively played in Jamaica, and there is thus a demand for flannel trousers (mainly cream), jerseys, and shirts. The last-named have already been dealt with; as regards trousers, most of them are made up locally, from English flannel of moderate quality. Some trousers are, however, imported ready-made, especially in grey material, which really is a mixture of wool and cotton. This is a fairly cheap article, costing f.o.b. about 6s. or 7s. each.

*Raincoats and Umbrellas.*—Jamaica having, on the whole, a moderately dry climate, the demand for these items is not so great as in some of the other West Indian colonies where the rainfall is heavier. There is a fair trade in raincoats of light weight made of khaki paramatta; occasionally job lots are bought by importers. England is the chief country of supply and prices range from 10s. to 20s. each f.o.b. Some American raincoats are also seen. Men's styles predominate, only relatively small quantities of women's coats being sold.

Umbrellas and sunshades are in moderate demand, and come mainly from England, black being the favourite colour; both cotton and silk are seen. Ladies' umbrellas cost from 18s. to 84s. per dozen f.o.b., and men's from 36s. to 108s.; ladies' and children's sunshades about 24s. and 15s. per dozen respectively. There is also a small trade done in tropical sunshades, made of silk, white on the outside and green on the inside, costing from 36s. to 40s. per dozen f.o.b. "Dumpy" handles are usual for ladies' umbrellas and sunshades.

#### BUSINESS METHODS

Most of the goods mentioned above are imported by retail storekeepers, but there is also a good deal of wholesaling done, mainly by a few large dry goods merchant houses (who also have retail departments), and who sell to the smaller stores in Kingston and the country districts. There are also several resident commission agents, and others who periodically visit Jamaica, active in the trade; these agents, representing overseas manufacturers and exporters, regularly canvass local buyers.

#### CUSTOMS DUTIES

The Jamaican customs duties on the articles mentioned in this report are, ad valorem, 15 per cent under the British preferential tariff (applicable to Canadian goods), and 20 per cent under the general tariff.

## HIDES AND LEATHER INDUSTRY AND MARKETS OF INDIA

R. T. YOUNG, CANADIAN TRADE COMMISSIONER

### I

Calcutta, May 30, 1932.—The industry of curing and dressing hides and skins in India one of the oldest, and has been practised from very early times. The trade and industry is the special avocation of certain classes of Indian society, and gave rise to a vocational caste—the *chamar*—which though one of the depressed classes of India is numerically one of the most important. In India the sentiment in favour of cows and oxen is very old, and the slaughter of cattle was unknown in the Hindu period of Indian history, but in an agricultural country like India where the system of agriculture hinges on oxen, while the cow supplies many of the domestic needs such as milk and ghee, large herds of cattle used to be kept, and therefore a certain number of "fallen" hides, or those from animals which had died, must have been available for internal needs, and also where possible for export trade. However, because of the prejudice among orthodox Hindus against the use of leather, it is probable that leather-



making was not as highly developed an art in India as in those countries where there was no such prejudice.

From 1850 onwards the export trade in hides and skins from Calcutta occupied eighth place in importance from the point of view of the value of trade, and the United Kingdom and North America were the largest buyers of Indian raw stock, but to-day the greater portion of this trade is with Central Europe through Hamburg and Italy.

Normally the exports from Calcutta for some fifty years up to the outbreak of the Great War were at first between 5,000,000 and 7,000,000 pieces per annum, and later between 6,000,000 and 8,000,000. The war dislocated this trade to a considerable extent, and in the years following its termination the average export was from 4,500,000 to 6,500,000 pieces per annum.

The development of an export trade in raw skins, especially goat skins, is comparatively more recent than in the case of hides and was caused largely by the adoption of chrome tanning for the production of glacé kid, for which the Indian goat skin has been found to be a suitable raw material available in large quantities.

#### INDIA'S PRODUCTION

No statistics of production of raw stock in India are available, but it has been estimated by experts that in the case of hides these vary from 12,000,000 to 30,000,000, and in the case of skins 26,000,000 pieces a year. The wide variation in production of hides is attributable to the nature of the rainfall in any particular year, which seriously affects the cattle and hence the production of hides and skins.

Raw hides and skins are generally known by the area which produces them, as Daccas, Meherpores, Patnas, Darbhingas, Purneahs, Ranchis, and Agras. The classification based on methods of cure and preservation happens to roughly coincide with that based on area or groups of areas. For export trade there is an elaborate grading and specification of hides fixed by mutual consent between the leading Calcutta shippers and the principal buyers not only in Hamburg but elsewhere. The principal exporting ports are Calcutta and Karachi, the former handling more than 50 per cent of the trade and the latter about 20 per cent. Calcutta's pre-eminence is due to its proximity to the important raw-stock producing provinces of Bengal, Bihar-Orissa, the United Provinces, and the Central Provinces, and also because that port, with its splendid railway facilities, has been much longer in the field. Calcutta is the principal exporting port for all classes of raw hides, while Karachi exports only the air-dried, arsenicated hides from the northwestern parts of India.

A certain portion of the hides, variously estimated at between 75 and 50 per cent, is consumed by the domestic tanning industry which is practised all over the country. The important centres of consumption by organized tanneries—not necessarily on "factory lines"—are Calcutta, Cawnpore, Madras, Bangalore, Bombay, and in some of the smaller towns in the Madras and Bombay presidencies and in Mysore and Hyderabad states.

#### INDIAN TANNING INDUSTRY

Although India possesses some large tanneries run on modern lines, a large section of the tanning industry, especially that tanning for local needs in the rural areas or preparing tanned goods for export, still follow the old traditional methods. Chrome tanning is an important though comparatively recent development, but even now bark tannage is practised over a much larger area, and from the point of view of the aggregate value of the production is much more important. According to the distinct needs served by each the industry may be divided into three types: (1) the small tanyards tanning with the materials locally avail-

able, chiefly the barks of *babul* and *avaram*, for the local demand for simple leather articles such as footwear, leather buckets for lifting water, leather straps and thongs, and domestic types of harness and saddlery required among a predominantly agricultural population; (2) the tanneries which prepare goods mainly for export in a tanned but unfinished state; and (3) the tanneries turning out finished leather for the requirements of the towns, and to a limited extent for the export trade with foreign countries, chiefly those in the neighbourhood of India which are industrially undeveloped.

Tanyards of the first type are scattered all over the rural areas.

Tanneries of the second type are a special feature of the Madras and Bombay presidencies, and the adjoining Indian states of Mysore and Hyderabad, which areas produce a shrub—"cassia auriculata"—called *avaram* in the south and in other parts of the country *aval* or *tarwar*, the bark of which is considered the best for a light tannage. The leather produced is soft mellow, light-coloured and very suitable for subsequent treatment by the currier or dresser. This is known as "half-tan" or "tanning for export," and is a very important branch of India's total export trade.

Tanneries of the third type are few; only about half a dozen are of any size. Two or three of these, however, are large factories equipped with modern machinery and doing not only an internal but some foreign trade. One of them claims to be the largest unit in the world, handling the raw stock in all the stages up to the manufacture of leather goods.

Broadly speaking, tanned skins fall into three classes of tannage—prime, medium, and common. The system followed in respect of tanned skins is to sell a good portion against firm orders to Great Britain, the United States, Japan, and other countries. Only special classes of skins—e.g. primes used for fancy and high-class work—go to the public auctions at London, from where they are distributed to other countries.

The chief varieties of tanned hides are based on the names of the tanning centres or districts as Bangalores, Hyderabad, Coasts, Mutwadas, Ranipets, Trichies, Dindiguls, and "Upcountries." They differ from one another in tannage and in the class of pelts used. Tanned hides are first sorted into "primes" and "bests," except that those named "Coasts" are generally classed as "pure" and "ordinary" coasts. The hides designated primes have closer grain, better substance, more uniformity in colour, and a cleaner flesh side. In the case of the Coast hides the terms "pure" and "ordinary" correspond to the terms "primes" and "bests" used for all the other varieties. All hides are sorted into different weights and also into several grades, and sold in lots of regular runs on the basis of 25 per cent seconds—there are no firsts in tanned hides—50 per cent thirds, and 25 per cent fourths; or sometimes 20 per cent seconds, 60 per cent thirds, and 20 per cent fourths.

Tanning and exporting firms have each their own trade marks, and in the London public sales quality, tannage, and other factors affecting the value of the tanned stock are known by the marks under which the goods are offered and shipped.

(A report on the "Leather Tanning and Allied Industries of Calcutta" was published in *Commercial Intelligence Journal* No. 1402. A set of illustrations showing various phases of the industry and of production is on file with the Department of Trade and Commerce, Ottawa, which may be had on loan on quoting file No. 16179.)

Due to the poor physical condition of the live stock generally throughout the country as a result of climatic conditions, cow hides are usually much thinner than those obtained from stock in other parts of the world, so that a large proportion of the hides are capable of being tanned for use as upper leather. On the other hand, buffalo hides are usually much thicker and larger as this



animal keeps condition better, so may be used for sole leather, while sheep and goat skins are prepared for inner linings and finer purposes.

Country cow hides made into box and willow calf uppers are sold at from 7 to 12 cents per square foot, while sole leather—of which there are considerable quantities made in the country, so that importations are small—sells for approximately 14 to 24 cents per pound. As a consequence, the size and weight of the hide is an important matter, and it is tanned heavy so as to give the greatest weight possible in the smallest hide. There are only a few tanneries in the country which divide and classify their hides into pieces such as bends, bellies, etc. The average Indian tanner divides his hides by splitting down the centre of the back.

The quality of the finished product, especially sole leather, leaves much to be desired, but in a large measure meets the requirements of the masses, while the upper leather maintains hardly any fixed standard or grading on which the dealer may depend, as no two pieces are likely to be the same in quality, finish, or colour, but so far as the wearing qualities are concerned, it is fairly good.

#### EXPORT TRADE

The following table shows the exports of all types of hides, skins, and unwrought leather for the last three fiscal year periods for which figures are available. To those who desire further information on the subject, by applying to the Department of Trade and Commerce and mentioning file No. 16179 they may obtain on loan full detailed statistics. (One ton equals 2,240 pounds, cwt. 112 pounds.)

#### *Exports of Hides and Skins from India*

	1928-29	1929-30	1930-31
Hides, tanned or dressed . . . . .	100 tons 14	11	7
Buffalo hides . . . . .	1,000 Rs. 2,965	2,187	1,287
Cow hides . . . . .	100 tons 137	119	99
	1,000 Rs. 36,314	28,054	22,202
Calf skins—Buffalo calf skins . . . . .	100 tons 6	5	4
	1,000 Rs. 1,831	1,559	957
Cow calf skins . . . . .	100 tons 7	7	5
	1,000 Rs. 2,885	2,564	1,538
Skins, tanned or dressed . . . . .	100 tons 36	32	31
Goat skins . . . . .	1,000 Rs. 25,427	22,537	17,866
Sheep skins . . . . .	100 tons 33	34	30
	1,000 Rs. 20,395	20,456	17,696
Other skins . . . . .	100 tons 1	1	.....
	1,000 Rs. 3,253	3,168	1,197
Unwrought leather . . . . .	100 cwts. 4,600	4,300	4,000
	1,000 Rs. 1,115	868	941

In all cases the statistics do not give the weights or quantities exported, so that in some instances the values will appear out of proportion. This is particularly noticeable in the case of "other skins" which covers deer, tigers, reptiles, etc.

Manufactured leather goods consisting of bags, trunks, and travelling requisites are made almost altogether for local consumption; and considering the very low prices at which they are sold in the bazaars and markets are splendid value, being in style and general appearance similar to those of Western standards. The small export trade in these is with neighbouring countries, principally African colonies, British and foreign. During the last three fiscal years this trade has averaged approximately Rs.60,000 in value.

Other items of manufactured leather are belting, no details of production of which are available, while exports are negligible, and these principally to African colonies, Aden, and Siam. Exports of harness and saddlery—although the production must be considerable as the Indian military authorities have their

own factory for the production of harness and saddlery and army boots as well—exports from private sources are very small, averaging during the last three years about Rs.30,000, mostly to Iraq, Persia, Siam, and Portuguese East Africa. Exports of "other sorts" of manufactured leather products have shown a yearly average of approximately Rs.136,000 during the last three fiscal years.

The second part of this report will deal with the import trade and the opportunities for Canadian manufacturers and exporters of leather products.

## FOREIGN TRADE OF MEXICO IN 1931

C. NOËL WILDE, CANADIAN TRADE COMMISSIONER

[NOTE.—In the following report, all values are given in Mexican currency, except where otherwise stated. The par value of the Mexican peso is 49·85 cents Canadian currency. Where weights are given in tons, metric tons of 2204·6 pounds are referred to.]

Mexico City, June 1, 1932.—No detailed statistics of the foreign trade of Mexico have been published since those of the year 1928. Summaries have been published for the years 1929 and 1930, and a limited amount of information for the year 1931 has been prepared, which enables a general idea of the course of trade to be ascertained.

Such information as is available has been supplied to the Trade Commissioner through the courtesy of the officials of the Statistical Department of the Mexican Government.

### COURSE OF TRADE

The following statement shows the changes in the values of Mexico's foreign trade for the years given. It will be seen that the imports reached a maximum in 1925, after which there was a slight decline until the boom year of 1929. In 1930, Mexico did not suffer to the same extent as other countries, but in 1931 the business depression struck the country in its full force.

	Imports Thousands of Pesos	Exports Thousands of Pesos		Imports Thousands of Pesos	Exports Thousands of Pesos
1924 . . . . .	321,318	614,712	1928 . . . . .	358,762	592,444
1925 . . . . .	390,996	682,169	1929 . . . . .	382,247	590,659
1926 . . . . .	381,263	691,753	1930 . . . . .	350,178	458,674
1927 . . . . .	346,387	633,659	1931 . . . . .	216,585	399,711

It will be observed that the decrease in the value of imports for 1930 was less than 9 per cent as compared with 1929; a similar comparison between 1931 and 1929 shows a decrease of nearly 44 per cent. It must be admitted that a portion of this decrease is due to higher customs duties, which have been imposed with a view to checking the volume of imports of materials which can be produced in the country itself; other contributing factors are the control of foreign exchange operations and reduced prices. In general, however, the figures indicate a much lessened purchasing power on the part of the public, and as such reflect conditions which parallel those ruling throughout the world.

### PORTS OF ENTRY

An important point in connection with the import trade is the volume of traffic entering through the various border points and sea-ports of the country. Certain ports, formerly handling large amounts of traffic, are now falling into disuse; the completion of a railway down the West Coast would tend to give the border city of Nogales an added importance, and the situation of the Pacific ports in recent years has an interest to the exporters of Western Canada. The facts in this connection were published in *Commercial Intelligence Journal* No. 1431 (July 4, 1931). It is unnecessary to repeat the figures already given;



it may be said, however, that an analysis of the imports for 1931 shows that only slight changes have taken place as compared with recent years.

Briefly, 50 per cent of the imports of Mexico arrived by the Gulf ports, Vera Cruz receiving 29 per cent of the total and Tampico 14 per cent. Progreso, which serves the State of Yucatán, received only 2 per cent; as this is practically the only port of entry for the state (which has no overland communication with the rest of Mexico), this fact indicates the value of the import trade of Yucatán, as compared with the total of the country. The remaining 5 per cent is accounted for by the smaller ports of the Gulf Coast.

Thirty-two per cent of Mexico's import trade entered by the all-rail route from the United States. Nuevo Laredo accounts for 18 per cent, Ciudad Juarez (opposite El Paso) accounts for 5 per cent, and Nogales (border point for the West Coast route) for 3 per cent. All other border points make up the remaining 6 per cent. The changes as compared with previous years are all too small for any deduction to be drawn.

Imports through the whole of the Pacific Coast ports did not exceed 5 per cent of the trade of Mexico in 1931. The most important port is Mazatlán, which received 1.5 per cent of the total. Manzanillo received a slightly smaller percentage, and the whole of the remainder received the balance of 2 per cent.

The remainder of the imports were cleared through the interior customs house of Mexico City (12 per cent of the total) and the southern frontier (1 per cent). It would appear that the use of Mexico City is increasing as a customs port of entry, on account of its convenience to importers located in the capital.

#### COUNTRIES OF ORIGIN

The United States continues to provide by far the greater portion of Mexico's imports. This must be considered a permanent feature of Mexican trade, and is due to the same causes that have in the past had a similar influence on Canadian trade with the United States. Germany, Great Britain, France, and Spain come next in order of importance. The following figures give the position, in both values and percentages, for 1929 and 1931:—

	1929		1931	
	1,000 Pesos	Per Cent	1,000 Pesos	Per Cent
United States . . . . .	264,010	69.0	144,560	67
Germany . . . . .	30,741	8.1	19,494	9
Great Britain . . . . .	25,648	6.7	15,638	7
France . . . . .	19,253	5.0	11,636	5
Spain . . . . .	6,198	1.7	4,620	2
All others . . . . .	36,398	9.5	20,637	10
	382,248	100.0	216,585	100

It will be observed that in spite of the great decrease in values from all sources, the percentage of trade with each country shows no variation of importance.

#### CLASSIFICATION OF IMPORTS

The following statement gives the classification of imports according to main groups:—

	1929	1931
	Thousands of Pesos	
Animal materials . . . . .	40,215	18,837
Vegetable materials . . . . .	49,266	22,063
Mineral materials . . . . .	88,167	46,877
Textiles . . . . .	41,585	18,427
Drugs and chemicals . . . . .	24,885	21,688
Beverages . . . . .	3,998	2,305
Paper, etc. . . . .	11,438	8,005
Machinery . . . . .	56,687	38,463
Vehicles . . . . .	31,432	15,652
All others . . . . .	34,574	24,268
	382,247	216,585

The above figures show that there was a 50 per cent or greater reduction in the values of imports of animal materials, vegetable materials, textiles, and vehicles. Mineral materials have suffered a decrease of 46 per cent, while the remainder show a reduction of lesser amounts. The figures confirm the impression that Mexico is now importing as little as possible from foreign countries. In fact, it would appear that until world conditions improve, the import trade of Mexico will be confined largely to necessities, more especially those which cannot as yet be produced in the country itself.

The following report gives such particulars of the changes in trade as can be deduced from the limited information available.

#### ANIMAL MATERIALS

The imports in 1931 were valued at 18,836,770 pesos, as compared with 40,215,000 pesos in 1929.

By far the most important item is that of *lard*, which was imported in 1929 to the value of over 16,000,000 pesos (29,949 tons). This decreased in 1931 to about 10,000,000 pesos, or 21,600 tons. Efforts have been made to reduce the imports by means of high duties (equal to 7 cents Canadian per pound), but the result of this action appears to have been only partially successful.

Next in order of importance is *raw wool*, which was imported in 1929 to the value of over 4,000,000 pesos as compared with 1,729,000 pesos in 1931. The item is of no interest to Canadian exporters. The reduction in value is accounted for by lack of demand, many textile mills having found it necessary to reduce their output during the past two years to the minimum.

*Meats and fish*, canned or preserved, have fallen in value from 3,707,651 pesos in 1929 to 1,486,507 pesos in 1931. This severe reduction is due partly to lack of demand, partly to the high tariff recently imposed, and partly to the establishment of local canneries. The tariff varies from 7 cents to 11 cents Canadian currency per pound, and has had the effect, among others, of destroying the Canadian trade in canned salmon and similar products. There does not appear to be any chance of increasing the import trade in the near future.

*Cattle* were imported in 1931 to the value of over half a million pesos or 2,913 head; this compares with 4,754 head in 1929. No details are available of the various kinds of cattle received. A report on this subject was published in *Commercial Intelligence Journal* No. 1250 (January 14, 1928).

Details of other items under this heading are insufficient for any definite information to be provided. It may be said, however, that the most important products, all of which suffered a substantial decline in value, are leathers, fresh meats and fish, hides, fats and oils, and furs.

#### VEGETABLE MATERIALS

The imports were valued in 1931 at 22,062,981 pesos as compared with over 49,000,000 in 1929—a decrease of 54 per cent. The following brief details are given of those items which were imported in 1931 to a value of a million pesos or more:—

*Beans* were imported to the extent of 8,312 tons, of a value of 1,190,557 pesos. The imports vary in accordance with local crops.

*Maize* was imported to the extent of 18,730 tons, of a value of 1,168,892 pesos. This compares with 7,898 tons in 1929. In both cases the figures represent the requirements of Mexico in addition to local harvests.

*Wheat* was imported in 1931 to the extent of over 30,000 tons valued at 1,931,242 pesos. This compares with a value of 9,169,840 pesos in 1929. The



explanation lies in the fact that the 1931 crop of wheat (which totalled about 15,000,000 bushels) was much in excess of that of previous years, and indeed was sufficient to provide for the consumption of the country. The tariff was increased to the equivalent of \$1.35 Canadian currency per bushel, and later an absolute prohibition of imports from foreign countries was imposed; thus arrivals of wheat from abroad have now ceased.

*Timber* for construction purposes was imported in 1931 to a value of a little over 2,000,000 pesos, as compared with 8,500,000 pesos in 1929. Apart from lack of demand, the change is due to the increasing use of local timbers, which is being encouraged by means of tariffs. It is reported that at the present time practically no foreign timber is entering the country.

*Box shooks* represent another item in which imports show a tendency to decrease. The total in 1931 was valued at 1,213,704 pesos, as compared with 1,851,714 pesos in 1929. The tariff on box shooks amounts in Canadian currency to about 13 cents per set, and under the shelter of this high rate a local industry has arisen which can supply most of the requirements of the country. Certain oil companies are, however, allowed to import box shooks free of duty when they are required for export packing, and this trade forms the greater part, if not the whole, of the imports mentioned above.

None of the other imports classified under "vegetable materials" amounted in value to a million pesos in 1931. The following, however, may be of interest to Canadian exporters:—

*Tea* was imported in 1931 to a value of 85,884 pesos. The market is small, tea being consumed to only a limited extent by the native Mexican; practically all supplies are from the British Empire, and Canada shares in the trade to a fair extent.

*Fresh fruit* was imported in 1931 to a value of 140,150 pesos and dried and preserved fruits to a value of 307,958 pesos—a total of 448,108 pesos, as compared with 2,228,467 pesos in 1929. The great decrease is partly accounted for by an increase in the rate of customs duties, which now amount to an equivalent in the case of fresh fruits of 8 cents Canadian currency per pound, and in dried fruits to between 13·6 and 15·8 cents per pound. Thus fruits which were formerly obtained in fair quantities from abroad have now become articles of luxury, and are only available at high prices and in limited quantities.

*Malt* was imported in 1931 to the value of 409,345 pesos, as compared with 1,102,296 pesos in 1929. The decrease in the output of the breweries accounts for the difference. It is reported that the sales during the past year have fallen off by 60 per cent as the result of decreased purchasing power and increased taxation. Supplies of malt in stock are said to be sufficient to last till the end of 1933, and under these circumstances it seems certain that imports will continue to decline.

*Flour* is also largely excluded from Mexico by high tariffs. Imports were valued at 50,709 pesos in 1931, as compared with 1,715,304 pesos in 1929, the corresponding quantities being 288 tons as compared with 10,230 tons. There is a large milling industry in Mexico, and the duty upon flour is equal to 6·35 cents Canadian currency per pound or over \$12 per barrel. Even with this high tariff, it is difficult to account for the decrease as recorded in the official statistics.

*Hops* have decreased in value from 517,170 pesos in 1929 to 196,950 pesos in 1931, the explanation being similar to that given under the heading of malt.

*Confectionery and chocolates* were imported in 1931 to the value of 181,367 pesos; this also represents a great decrease, the corresponding figures for 1929 being 1,240,479 pesos, according to the official statistics. The duty upon con-

fectionery is equal to 45 cents per pound, but even this high rate fails to account for the figures, which may be due to unexplained changes in classification.

No other items under the heading of "vegetable materials" appear to be of importance to Canadian manufacturers.

MINERAL MATERIALS

Information at present available is insufficient to enable an analysis of this group to be made in any detail. As has already been stated, the imports fell from approximately 88,000,000 pesos in 1929 to 46,000,000 pesos in 1931. The principal item is petroleum and its products, which fell from 13,084,967 pesos to 10,954,913. Other items, imported in 1931, to a value of over a million pesos, were as follows:—

	Pesos
Manufactures of copper and its alloys . . . . .	1,012,234
Iron and steel wire and cables . . . . .	1,439,310
Tin plate . . . . .	2,823,322
Sheet iron and steel . . . . .	2,222,758
Iron and steel pipes and tubes. . . . .	5,534,222
Manufactures of iron and steel. . . . .	3,983,942
Containers of iron and steel . . . . .	1,269,918
Material for electric transmission lines . . . . .	2,926,736

In no case can a comparison with 1929 be made.

TEXTILES

The reduction in the value of the imports from 41,000,000 pesos in 1929 to 18,000,000 pesos in 1931 represents the greatest decrease which has taken place in any of the main groups of commodities. The explanation is found partly in reduced prices and decreased demand; contributory factors, however, are the immense overproduction of the Mexican mills, more especially of those devoted to cotton. Protected by a high tariff, a large number of such mills have been established in the country; until recent years they have been almost uniformly prosperous, and have been able to produce a quality of material which has been satisfactory for the ordinary requirements of the country; higher qualities of textiles were imported.

More recently, the mills became able to produce the finer grades of textiles, and tariffs were increased to enable the local products to compete with those imported from foreign countries. When the world depression came, the textile mills found themselves with large stocks on hand which they were unable to sell at remunerative prices; neither were they able to adjust their output to the decreased demand on account of legislative action which hindered dismissal of workmen. Tariffs were increased, and have had the effect of excluding a large variety of textiles and clothing which was previously imported. In fact, the import trade is now gradually becoming devoted to specialized lines, luxury articles, and those goods which still cannot be manufactured in the country itself.

An examination of the import statistics for 1931 suggests that there are discrepancies in the classifications which do not permit an accurate comparison with previous years to be made.

DRUGS AND CHEMICALS

The imports decreased from approximately 25,000,000 pesos in 1929 to 21,687,742 pesos in 1931—a reduction in value of 13 per cent. Mexico is a substantial consumer of industrial chemicals which are used in the mining, soap, textile, and many other industries; large quantities of paints, colours, and varnishes, which are included in this classification, are also imported. Medicinal



drugs are brought in to a certain extent, but many of these are now made in the country by branches of the foreign manufacturers; they are also frequently bottled or packed locally for the retail trade. This avoids the payment of high customs duties, which are based upon the weight of the product itself plus the immediate container.

Owing to the lack of detail in the 1931 figures, it is possible in only a few instances to make comparisons with the value of individual items for previous years. Among the more important drugs and chemicals imported, however, are the following:—

*Alkaline cyanides*, used largely in the reduction of mineral ores, were imported in 1931 to the value of 2,994,674 pesos. This is somewhat lower than in previous years, and reflects the condition of the mining industry, which has suffered during the past two years from the low price of metals, more especially of silver.

*Colours, paints, and varnishes* appear to have maintained their value, having been imported in 1931 to the value of 3,530,438 pesos, as compared with 3,867,709 pesos in 1929. Many of the well-known American and British brands are obtainable in Mexico, and Canada has a fair share of the trade. There is a small local industry, but this has not yet reached such a stage of development as to compete satisfactorily with the imported article.

*Carbide of calcium*, also used largely in the mining industry, was imported in 1931 to the value of 548,191 pesos.

*Caustic soda and caustic potash*, used largely for the manufacture of soap, were imported in 1931 to the value of 1,698,641 pesos, and other salts of potassium and sodium to the value of 1,744,026 pesos.

With regard to medicinal preparations, capsules, pastilles, pills, etc., were imported to the value of 1,844,525 pesos, and bacteriological preparations and those for use as injections to the value of 1,022,447 pesos.

*Soap* appears to have fallen in value from 893,947 pesos in 1929 to 150,095 pesos in 1931. The explanation is found in the tariff, which amounts to the equivalent of 80 cents Canadian currency per pound in the case of some high-quality toilet soaps. Mexico has always been a manufacturer on a large scale of inferior laundry soaps, but of recent years has been able to produce the higher qualities, more especially by the establishment of branch factories of well-known foreign firms. The latter now produce brands of soap which were formerly imported and are gradually securing the bulk of the trade in the finer qualities.

*Perfumery and cosmetics* were imported in 1931 to the value of 830,366 pesos, as compared with 1,885,732 pesos in 1929. Many toilet requisites of this kind are now made or compounded in the country from imported raw materials. This fact accounts for a portion of the decrease, but the reduction also appears to be due partly to lessened demand.

The classification of other items is insufficient for satisfactory comparisons to be made.

#### BEVERAGES

The imports in 1931 were valued at 2,305,997 pesos, as compared with 3,998,000 pesos in 1929. They may be divided as follows:—

*Wines* were imported in 1931 to the value of 880,261 pesos, as compared with 1,539,154 pesos in 1929. The cheaper varieties of still wines are frequently imported in bulk, and bottled locally, in order to avoid the high customs duties; the better qualities are imported in bottles.

*Spirituous liquors* were imported in 1931 to the value of 1,112,611 pesos, as compared with 2,106,344 pesos in 1929. The item includes all varieties of whiskies, brandies, liqueurs, etc., which are consumed by the upper-class

Mexican and members of the foreign colonies. Imports compete with spirituous beverages of local manufacture, which are produced in great variety; they are sold at a low cost, and are usually satisfactory to the average taste.

*Beers* are imported to only a small extent, the figures for 1931 being 46,484 pesos, as compared with 21,894 pesos in 1929. There are a large number of breweries in the country, which produce a beverage of a light German type; this is of excellent flavour and fills the requirements of all classes. The only imports are those required to a limited extent by the foreign colonies clubs, etc. The remainder of the imports under this heading are made up of cider, vinegar, mineral waters, and a variety of beverages imported in small quantities for special purposes.

PAPER, ETC.

The imports during 1931 are valued at 8,004,638 pesos, as compared with 11,438,000 pesos in 1929. An analysis of the item gives the following result:—

*Paper pulp* was imported in 1931 to the value of 1,664,004 pesos, as compared with 1,978,133 pesos in 1929. It is reported that the paper mills are at present oversupplied with pulp owing to the lack of demand for the finished product. For this reason it is likely that imports will continue to decrease until present stocks are exhausted.

*Paper and cardboard* was imported in 1931 to the value of 2,791,853 pesos, as compared with 5,254,374 pesos in 1929. The decrease is accounted for by lack of demand, lowered prices, and the effects of high tariffs designed to protect the local industry.

The remainder of the item is made up of "products of the graphic arts," books, music, and other printed matter, of which no details are available.

MACHINERY

The total value of the imports fell from 61,777,437 pesos in 1929 to 38,462,670 pesos in 1931. Practically the whole of the machinery used in Mexico is imported, but the classification is made in such a manner that it is impossible to provide an analysis of the figures based upon the purpose for which it is required. The following gives a summary of the most important items for the year 1931:—

	Pesos
Single and repair parts for agriculture, industry, mining, and the arts . . . . .	6,230,012
Generators, transformers, accumulators, etc. . . . .	4,306,125
Textile, milling, printing, etc., machinery . . . . .	3,888,172
Machinery of any kind, which, when assembled, forms a complete installation . . . . .	3,744,809
Telephone, telegraph, and wireless apparatus . . . . .	3,724,888
Tools . . . . .	2,113,881
Switches, meters, and other electrical goods . . . . .	2,049,484
Floating docks, elevators, cranes, etc. . . . .	1,402,885
Agricultural machinery and ploughs . . . . .	1,006,434

VEHICLES

The total value of vehicles imported in 1931 is given as 15,652,394 pesos, as compared with upwards of 31,000,000 pesos in 1929. A detailed comparison of the figures shows the following result:—

	1929 Pesos	1931 Pesos
Railway rolling stock . . . . .	2,132,288	2,858,808
Automobiles and trucks . . . . .	26,178,491	9,867,077
Vessels and aeroplanes . . . . .	2,212,842	2,490,417
Motor cycles and bicycles . . . . .	388,009	189,793
Sundry . . . . .	521,159	246,299
	31,432,789	15,652,394



The only item calling for comment is that for automobiles and trucks. In 1929, 12,205 passenger automobiles and 3,748 trucks were imported, a total of 15,953 vehicles. In 1931 this total was reduced to 5,160, of which only 1,693 were complete passenger vehicles. In addition, 2,696 vehicles were imported as chassis, or in the "knocked-down" condition, to be assembled in the country. The decrease reflects very clearly the reduced purchasing power of the public. A further influence is the fact that automobiles are no longer sold on long credit terms in Mexico to the same extent as formerly; this change in method is due to the losses in which dealers were involved in 1931 during the exchange crisis and the reorganization of the monetary system.

#### ALL OTHER ITEMS

The remainder of the imports into Mexico in the year 1931 were valued at 24,268,000 pesos, as compared with 34,574,000 pesos in 1929. The most important single item for 1931 is "foreign gold currency," which is given in the statistics as having been imported to the value of 9,396,067 pesos (there was, however, an export movement, according to the official figures, of over 42,000,000 pesos of gold currency during the same period).

Among other large items included in this classification are the following (the figures being for 1931):—

*Manufactures of gelatine*, celluloid, and gutta-percha, 1,526,532 pesos. No details are given which would enable an analysis of the figures to be made.

*Rubber manufactures*, 1,150,454 pesos. The imports tend to decrease on account of the establishment of the industry in the country. A large variety of rubber goods are now produced in Mexico, such as inner tubes for automobile tires, rubber heels and soles, mats, tubing, balls, etc. Tariffs have been increased with the object of protecting the industry, and as an example of the rates, it may be said that the customs duty on rubber heels is the equivalent of 67 cents Canadian currency per pound. It appears certain that imports will decrease as the local industry expands.

*Felt hats* were imported in 1931 to the value of 399,531 pesos. There is a local industry, but the better qualities continue to be imported from the United States, Great Britain, and Italy.

*Gymnastic equipment* and sporting goods entered in 1931 to the value of 283,111 pesos. Mexico is becoming increasingly devoted to modern sports, and the greater part of the apparatus is imported.

*Asbestos manufactures* were imported to the value of 245,690 pesos. No details are given, although the item obviously consists of packings, boiler coverings, etc.

*Engineering equipment* and drawing instruments were imported to the value of 371,797 pesos. This is an item in which Canada cannot compete.

*Chemical and scientific apparatus* was imported to the value of 658,469 pesos.

*Phonograph apparatus* and discs entered to the value of 800,425 pesos. Competition is extremely severe, and cabinets are usually sold on the "easy payment system." Hitherto Canadian manufacturers have been unable to enter the market except to the most limited extent, as they have been unwilling to meet the terms of their competitors.

Dynamite, explosives, and fireworks were imported in 1931 to the value of 1,300,106 pesos, and cartridges to the value of 295,979 pesos.

*Pneumatic tires* were imported to the value of 2,318,303 pesos. Efforts have been made to produce automobile tires in the country, but so far these have met with only a limited degree of success.

Other imports under this heading are given in insufficient detail for the purposes of analysis, or are too small to merit special notice.

## COMMERCIAL TRAVELLERS' REGULATIONS IN MEXICO

C. NOËL WILDE, CANADIAN TRADE COMMISSIONER

Mexico City, June 15, 1932.—The Government of Mexico have recently issued new regulations in regard to the entry of commercial travellers into that country.

In the first place, it is necessary to obtain from a Mexican Consul abroad a "card of identification." All Mexican Consuls are supplied with the necessary forms for this purpose. (Passport photographs, both profile and full face, are required.)

Proper credentials must be carried; such credentials must be issued by the firm or company which the commercial traveller represents, and must be countersigned by a commercial travellers' association, a "commercial institution" (e.g., chamber of commerce), or a bank.

Before entering Mexico, the commercial traveller will be required to pay the immigration tax of 22 pesos, and also provide a satisfactory bond, or, in its absence, to make a cash deposit of: In the case of natives of North America, Guatemala, or Cuba, 250 pesos; in the case of natives of all other countries, 500 pesos.

This is required as a guarantee that during his stay in Mexico he will not undertake any work other than that for which he enters the country.

Inquiry should be made of the Mexican Consul issuing the "card of identification" as to the best means of giving the bond or making the cash deposit. This has hitherto been done at the border or port of entry; but it is understood that Mexican Consuls will shortly be authorized to make the necessary arrangements.

A note will be made on the "card of identification" of the period during which the commercial traveller is permitted to remain in the country, and the card will be cancelled and taken up when the bearer leaves.

Provision is made for cases where the commercial traveller finds it necessary to stay in Mexico more than six months. In this event he must, before the end of this period, present proof that he is still in the employment of his original principals, in order to obtain an extension of time. If this is not done, or if he does not leave the country within the time permitted, or does not obtain a permanent residence permit as an immigrant, he will forfeit his bond or cash deposit as the case may be. He may also be deported and lose his right to re-enter the country.

The Government of Mexico reserves the right to refuse entry of commercial travellers handling products which may be "injurious to the economy of the country."



## ARGENTINE GOVERNMENT TENDERS FOR PUBLIC WORKS

Mr. E. L. McColl, Canadian Trade Commissioner in Buenos Aires, under date May 30, 1932, draws attention to the difficulties in the way of Canadian firms who wish to submit tenders for public works undertaken by the Argentine Government, such as the building of roads, bridges, docks, and buildings. No firm is allowed to tender on Government contracts unless they have in Argentina an accredited representative who has power of attorney to act in that firm's name. This places Canadian constructional firms at a decided disadvantage compared with other foreign concerns, who have their own offices or representatives resident in Buenos Aires. The time allowed for the acceptance of tenders seldom exceeds four months, while the usual time is from two to three months. Considering that replies by ordinary mail from Canada take, roughly, two months, it is evident that to arrange a power of attorney after a call for tenders is issued would allow little time for the preparation of the tender. This requirement effectively eliminates outsiders from all competition for the smaller enterprises, only those firms with a permanent office in Buenos Aires being in a position to submit offers.

The call for tenders is issued in a bulletin published for this specific purpose, as well as in the official Government bulletin. Those interested must purchase copies of the plans and specifications, the cost of which varies according to the magnitude of the work, but running usually from 25 to 100 paper pesos (\$8 to \$33 Canadian at present exchange). As a rule the complete plans are sold, which include the estimated cost, but sometimes the materials only are specified and the contractor must submit his own plans. When submitting tenders 2 per cent of the amount must be deposited as a guarantee of good faith, and this must be raised to 5 per cent by the firm whose tender is accepted. Payment is usually made in Government bonds at par, so that the tender must allow an estimate for any depreciation to which the bonds may be liable.

The plans and specifications are all issued in Spanish. To translate such elaborate publications, reaching sometimes 80 pages, requires an expert technical translator, all of which takes time and money. A representative in Buenos Aires is able to judge which tenders would be of interest to his principals, buy the plans, look through them, and report an outline of the scheme. Technical representation is also required because a knowledge of the language, labour conditions, cost of material, and customs of the country including the methods of payment and the values of national securities which may enter into the subject, is essential. A Canadian contracting firm seeking representation may be asked to invest capital or at least accept an obligation to share expenses. Preliminary costs of public works would be the purchase and translation of tenders, the required financial deposit with the Government, the salary of an efficient and presentable employee who can solicit the business and preliminary capital to go on with the work if the Canadian firm's Argentine associates are successful in obtaining a contract.

Canadian firms interested in these Government works should communicate with the Canadian Trade Commissioner, B. Mitre 430, Buenos Aires, who will endeavour to find a contractor, engineer, or some suitable agent ready to keep them informed of developments; without this arrangement Canadian firms can hope to do little in Argentina, unless of course they care to open a permanent office in that country. The Trade Commissioner's office has endeavoured to raise interest in these tenders in the past, but so far the response from Canada has not been encouraging.

## ELECTRIC REFRIGERATION IN SWEDEN AND NORWAY

SHIRLEY G. MACDONALD, ASSISTANT TRADE COMMISSIONER

### SWEDEN

Oslo, March 7, 1932.—The use of electric refrigeration by householders was practically unknown in Sweden until about 1927, when some local products began to have a fair measure of distribution; shortly afterwards foreign makes came into the market. Sweden, with a population of some 6,140,000 and with 1,700,000 homes, of which 1,300,000 are wired for electricity, has not been a rapidly developing market.

The cost of electric refrigeration, together with such technical difficulties as differences in electrical current, have to some extent militated against a wide distribution of this type of refrigeration. For example, in regard to electricity there are several different currents employed. Alternating current of 50-cycle, three-phase, 220 volts, is most widely used, while alternating currents of three-phase, 25-cycle, 220 volts, and three-phase, 50-cycle, 220-127 volts capacity, and direct currents of 110 and 220 volts capacity are also usual.

The Electrolux refrigerator, which is manufactured in Sweden, has been both the pioneer and the leading refrigerator in the field. The Electrolux Aktiebolaget Company Limited, as a result of its success at home, has been enabled to extend its activities abroad and a large branch plant has been established in England, while the manufacturing rights have been sold in the United States, where good headway is being made in the face of American brands already well established.

Estimates of the number of electric domestic refrigerators sold during the past few years are as follows:—

	Swedish Manufacture	Imported
1927 . . . . .	300	...
1928 . . . . .	400	200
1929 . . . . .	450	400
1930 . . . . .	700	800

Estimates for 1931 indicate that the sale of refrigerators of Swedish manufacture is slightly larger than that of the previous year, while the volume of imports has declined somewhat.

The average retail selling price of Swedish refrigerators is about \$175, with the average manufacturing cost \$100. The Electrolux retails at from \$120 for the smallest size to \$330 for the largest, while the corresponding prices of foreign makes vary from \$210, for the more popular brands in the smallest sizes, to \$410; in the more expensive makes the price range is from \$345 upwards. The average value for duty purposes of imported lines is estimated at about \$130. Competition from abroad originates in the United States and Germany, from which countries only the leading makes are exported.

The use of gas-operated refrigerators is growing in Sweden, but as this type is comparatively new, development is slow. The only makes at present on this market are of Swedish manufacture.

The marketing of refrigerators is done mainly through agents appointed by the foreign manufacturer rather than through wholesale houses or importers. Usually these agents are large firms engaged in either the electrical or technical goods business, acting either as agents or for their own account. An exception, however, is indicated in the agency of one of the leading American electric refrigerators which is held by the largest manufacturer of cream separators in Sweden, which firm, through its branches, is able to distribute the refrigerator throughout the country.



## NORWAY

In Norway the use of electric and gas refrigeration is not nearly as advanced as in Sweden. With a population of 2,750,000, the majority of whom are engaged in farming and fishing, the average per capita wealth is so limited that there is little prospect of this market developing to any great extent. Electric refrigeration, is however, being installed in a number of the newer homes and apartment houses.

Electricity in Norway, which is usually of 50-cycle, three-phase, 220-volt capacity, is expensive. The majority of homes are not on a meter basis wherein costs are based on consumption, but a definite number of kilowatt hours are used which makes for a minimum of electric appliances being operated. As the average monthly consumption of householders does not exceed 1,500 kilowatt hours, and as the majority of homes are fitted with electric ranges which consume a large volume of electricity, householders are not disposed to add other appliances which would increase their present allotted consumption.

Canadian manufacturers interested in this market should note that, in order to work out technical details, meteorological reports from the two countries indicate that the temperature ranges from 32 degrees Centigrade to 20 degrees below zero Centigrade, with a mean of 6 degrees Centigrade.

## IMPORT TARIFFS

The tariff levied in Sweden amounts to 10 per cent ad valorem for electric refrigerators, with an equivalent tariff for component parts.

Electric refrigerators are not specifically mentioned in the Norwegian tariff, but the parts are subject to the following tariff rates in accordance with the materials used in their construction:—

Wooden cabinets:	
Exotic woods . . . . .	72 öre per kilo ( 9 cents per pound)
Oak, ash, birch and the like . . . . .	54 öre per kilo ( 6 $\frac{3}{4}$ cents per pound)
Fir, pine, etc. . . . .	36 öre per kilo ( 4 $\frac{1}{2}$ cents per pound)
Metal cabinets:	
Iron (enamelled) . . . . .	63 öre per kilo ( 8 cents per pound)
Zinc (enamelled) . . . . .	90 öre per kilo (11 $\frac{1}{4}$ cents per pound)
Electric motors . . . . .	10 per cent ad valorem
Other machinery (compressors, evaporators, etc.) . . . . .	18 per cent ad valorem
(100 öre is equivalent to Canadian dollars 0.268 at par; 1 kilo equals 2.2 pounds)	

## TRADE OF PORTUGAL IN 1931

A. B. MUDDIMAN, CANADIAN TRADE COMMISSIONER

Milan, June 10, 1932.—The year 1931 proved a difficult one for Portugal from the point of view of national finances, and it is worthy of note that despite the effects of a world-wide crisis, and an acute depression in the country's business, unemployment was not a serious problem, trade by no means reached the point of stagnation, and the cost of living remained stationary.

Several factors contributed to the difficulties of the financial situation. The escudo, which in June, 1931, was pegged to the pound sterling as a basis for stabilization of currency, followed its fluctuations subsequent to Great Britain's abandonment of the gold standard. During the late fall and winter the resultant fluctuations in the exchange value of the escudo became sufficiently severe to warrant the establishment of a system whereby the escudo was pegged at 33 to the American dollar whenever the London exchange on New York fell below \$3.32.

Further difficulties were caused by the loss in revenue owing to Brazil's moratorium on interest payments on outside loans, which in the case of Portugal means a loss of some 330,000,000 to 440,000,000 escudos.

For the fiscal year ending June, 1931, there was a Budget surplus of 167,200,000 escudos, an evidence of the care and judgment shown in the framing of the estimates, in view of the seriousness of the world situation. No additional taxation was imposed, the policy of the Government being rather one of retrenchment.

## EXTERNAL TRADE

The external trade of Portugal showed heavy decreases in both imports and exports as compared with 1930. Imports totalled in all 1,727,956,401 escudos as against 2,403,803,634 escudos in 1930, and exports 807,714,646 escudos as against 940,718,846 escudos.

The following tables show imports and exports in 1931 and 1930 (no conversions are given owing to continuous fluctuations not only of the escudo but of the Canadian dollar):—

*Imports*

Commodity	1931	1930	Inc. or Dec. Per Cent
	Escudos	Escudos	
Live animals . . . . .	3,732,132	1,416,116	+163.5
Raw materials for industry . . . . .	747,814,285	900,255,763	— 16.9
Textiles . . . . .	134,556,303	215,276,093	— 37.5
Foodstuffs . . . . .	382,185,114	634,427,947	— 39.7
Machinery and instruments . . . . .	224,640,700	370,363,431	— 39.3
Divers manufactures . . . . .	235,027,867	282,064,284	— 16.6
Total . . . . .	1,727,956,401	2,403,803,634	

*Exports*

Commodity	1931	1930	Inc. or Dec. Per Cent
	Escudos	Escudos	
Live animals . . . . .	1,567,206	2,353,720	— 33.4
Raw materials for industry . . . . .	170,433,489	267,164,834	— 36.2
Textiles . . . . .	19,846,213	24,961,934	— 20.5
Foodstuffs . . . . .	559,850,475	575,620,604	— 2.7
Machines and instruments . . . . .	3,657,094	6,501,391	— 43.7
Divers manufactures . . . . .	52,360,169	64,116,363	— 18.3
Total . . . . .	807,714,646	940,718,846	

## IMPORTS IN 1931 BY PRODUCTS

According to the Portuguese statistics, Great Britain was the leading foreign source of supply for imports in 1931, being credited with goods to the value of 393,455,000 escudos, followed by Germany with 265,823,000 escudos, the United States with 225,359,000 escudos, France with 125,130,000 escudos, and Belgium with 116,981,000 escudos.

The more important imports for the year were:—

*Pig Iron*.—101,546,568 kg.: Belgium, 65,194,447 kg.; Great Britain, 23,187,624 kg.; Germany, 9,044,346 kg.; and France, 2,919,943 kg.

*Wheat*.—76,115,775 kg.: Argentina, 47,843,122 kg.; United States, 16,220,160 kg.; Holland, 3,556,620 kg.; and Canada, 74,435 kg.

*Sugar*.—70,710,706 kg.: Mozambique, 52,110,070 kg.; Angola, 14,921,944 kg.; and Germany, 2,587,713 kg.

*Gasolene*.—47,227,238 kg.: United States, 18,804,787 kg.; Roumania, 12,733,960 kg.; and Holland, 11,166,862 kg.

*Dried Codfish*.—41,336,738 kg.: Norway, 15,455,394 kg.; Iceland, 10,739,015 kg.; and Great Britain, 7,327,210 kg. Canada's share was 209,479 kg.

*Illuminating Oils*.—40,796,534 kg.: United States, 18,767,564 kg.; Roumania, 9,169,029 kg.; and Great Britain, 6,459,935 kg.

Other important imports were: oilseeds, 39,055,304 kg.; potatoes, 29,102,155 kg.; rice, 27,848,613 kg.; cotton, 14,786,638 kg.; manufactures of iron and steel, 6,403,307 kg.; linen yarns, 1,645,775 kg.; automobiles, 1,288,535 kg.; hides, dry and salted; tanned leather; linen textiles; and coal.



## EXPORTS IN 1931 BY COMMODITIES

The principal destinations for Portuguese exports in 1931, excluding the colonies, were: Great Britain, 188,133,000 escudos; France, 148,773,000 escudos; Germany, 80,700,000 escudos; and Belgium, 42,788,000 escudos.

The most important exports for the year were:—

*Cork*, of all kinds, totalling 54,489,885 kg., shipped mainly to the United States, Great Britain, Germany, France, Japan, Holland, and Denmark.

*Sardines*, canned, which amounted to 45,415,884 kg., of which France took over 16,000,000 kg., and Germany over 10,000,000 kg. Large shipments were also made to the United States, Italy, Great Britain, and Belgium.

*Sardines in brine and dried sardines* went chiefly to Italy and Greece.

*Wines*.—Port wine totalled 4,514,263 decalitres (1 decalitre = 2½ gallons), and was shipped mainly to Great Britain, France, Norway, Belgium, Denmark, and Holland. Ordinary red wines totalled 1,736,085 decalitres, mainly to the Portuguese colonies and Brazil. Ordinary white wines totalled 547,102 decalitres, and were exported to the same chief destinations. Madeira wines, amounting in all to 425,756 decalitres, went chiefly to Sweden, France, and Denmark. Liqueurs, totalling 300,463 decalitres, went mainly to Great Britain, Belgium, Holland, and Denmark.

*Canned vegetables* totalled 1,423,969 kilograms, chiefly destined to Brazil, Great Britain, and the Portuguese colonies.

## TRADE WITH CANADA

According to figures issued by the Dominion Bureau of Statistics, Canadian exports to Portugal were valued at \$250,774, with an additional \$64,589 to the Azores and Madeira, while imports into Canada from Portugal were valued at \$387,357, with \$148,489 credited to the Azores and Madeira.

The official Portuguese statistics give imports from Canada as worth 3,708,000 escudos, which converting at parity (1 escudo = 4.4 cents Canadian) equals \$163,152. Similarly, according to the Portuguese statistics, exports from Portugal to Canada in 1931 were valued at 3,113,000 escudos or \$136,972. These discrepancies may, of course, be attributed partly to the fact that goods may be shipped from Canada to Portugal via the United States and European ports, and subsequently transhipped. Another factor is the difficulty of obtaining results in currency conversion owing to the fluctuations of Portuguese currency.

The Portuguese statistics list the following as the main imports from Canada during 1931 (1930 figures within parentheses): codfish, 209,479 kg. (186,098 kg.); wheat, 74,435 kg. (24,303,360 kg.); and automobiles, 6,236 kg. (29,414 kg.).

The chief Portuguese exports to Canada during the year were port wines, 26,949 decalitres (20,765 decalitres); cork of all kinds, 1,437,605 kg. (1,383,620 kg.), and liqueurs, 30,311 decalitres (24,251 decalitres).

## WHEAT CROP PROSPECTS IN PORTUGAL

Mr. A. B. Muddiman, Canadian Trade Commissioner in Milan, writes under date June 16, 1932, that everything promises well for this year's wheat crop in Portugal. Improved fertilizers are partly responsible, and climatic conditions have been most favourable. There is much more land under wheat cultivation this year, owing to the fact that small farmers have turned from wine, the market for which is very depressed, to a crop the price of which has been guaranteed by the Government.

## ROAD-BUILDING IN JAPAN

JAMES P. MANION, ASSISTANT TRADE COMMISSIONER

Tokyo, June 10, 1932.—Despite efforts which have been put forth in recent years, the road system of Japan is far from adequate for the nation's needs. There are only some 60,000 miles of road outside of cities, towns, and villages, as compared with 390,000 miles in Canada. Most of these roads are still of a primitive character.

Roads, including those within municipalities, are divided into four classes as follows: national roads, 5,118 miles; prefectural roads, 55,498 miles; municipal roads, 14,896 miles; and town or village roads, 512,546 miles.

The National Treasury pays for one-half the cost of the national roads, and for one-third the cost of prefectural and municipal roads. In 1928, the last year for which figures are available, the sum of 53,000,000 yen was expended on national and prefectural roads. A long-term program of road improvement was initiated in 1920, when the Government authorized a loan of 282,800,000 yen to be spread over a 30-year period and to be used for improvements of existing highways. The yearly proportion of this sum has not been used in the last two years due to the depression, although a special sum of 9,000,000 yen was voted during the fiscal year 1931-32, probably as an unemployment relief measure.

### TYPES OF SURFACE

There are four types of surface generally used in Japan at the present time. All of them use domestic products in their composition, and require little, if any, imported material. Probably the type of paving most frequently found is an asphalt made of 9 per cent asphalt mixed with an aggregate of crushed rock, gravel or sand. The aggregate is produced very cheaply in Japan, and even the domestic oil-extracted asphalt costs only about 40 yen a ton, while imported asphalt at current exchange rates costs in the neighbourhood of 65 yen a ton. There are large stocks on hand at two of the largest oil refineries, and it is certain that the refiners would be willing to lower their price from the above level if they were threatened with foreign competition. As a matter of fact the price has been as low as 28 yen a ton.

On roads which are not intended to withstand heavy traffic, an emulsified asphalt is used, and is simply sprayed over an aggregate which has already been laid and rolled. This emulsified asphalt consists of 50 per cent water and 50 per cent asphalt, and can be used without any prior heating, which latter process always adds a considerable amount to the cost of paving. Including the cost of materials, of labour, and transportation, asphalt paving often costs as little as 60 cents a square yard on large contracts.

Among other types of paving which have withstood the numerous experiments with which Japanese engineers have tested various materials, a cement concrete paving still is used to a considerable extent despite the fact that it is likely to crack and heave, presenting an uneven surface.

A derivative of this, however, which has been found most satisfactory is what is generally called granolithic paving. This is merely cement mixed with crushed rock instead of sand and reinforced with medium-weight wire netting. This heavier mixture has been found to hold together well, and to withstand traffic and weather conditions. Even this paving, when six inches deep, has been laid down for as low as 80 cents a square yard.

As has already been stated, the oil-extracted asphalt is a domestic product of which there will be an increasing supply with the widening use of gasoline. Cement-making is also one of Japan's well-developed industries. Statistics show imports for 1930 to the value of \$182,500, but these are practically all from



Japanese mills in the Kwantung Leased Territory. Exports, on the other hand, were valued at \$5,033,000 during that year, so it is readily seen that no trade could be done in this material.

It is, however, in a substitute for asphalt that Canadian firms would be interested in finding markets. The bituminous sands of Alberta yield a bituminous asphalt which has been found satisfactory in Western Canada. There are two factors, however, which would prevent its use in Japan. In the first place, it requires to be mixed in equal proportions with the aggregate. But in Japan a crushed rock, sand or gravel aggregate is very much cheaper than asphalt, and therefore a mixture which requires 90 per cent of aggregate—such as that required by the domestic asphalt—is very much cheaper than one which requires 50 per cent of asphalt. In the second place, to secure the proper adhesion, the mass has to be heated to 300 degrees before spreading. The cost of this processing would certainly add considerably to the laid down cost of the paving per square yard.

#### ROAD-BUILDING MACHINERY

With the cheap labour available throughout the country, the pick and shovel does practically all the work which in Canada has been turned over to the grader, the leveller, and the steam shovel. Practically the only mechanical devices seen on the roads are dump-cars on rails—pushed by labourers—and light gasolene rollers. This equipment is all made in Japan, as are boilers for asphalt heating, and cement mixers. Under these circumstances, there is very little possibility for the successful introduction of Canadian-made machinery.

### DEMAND FOR FROZEN SHRIMPS IN JAPAN

JAMES A. LANGLEY, COMMERCIAL SECRETARY

Tokyo, June 14, 1932.—The importation into Japan of American frozen shrimps is a trade of quite recent origin, dating back three or four years, but at the same time has very great potential possibilities of development. The Japanese are large consumers of *tempura* or fried fish, and shrimps and lobsters appeal particularly to their liking. In 1930 a total of 500 tons was imported mainly through Galveston, Texas, and in 1931 this figure had increased to 965 tons.

Great care must be exercised in the handling and packing of shrimps, as their condition on arrival determines their market value, and if not perfect they are sold at what they will bring. The method suggested by importers here is that as soon as the shrimps are taken from the sea water, and while the fish are still living, their heads and entrails should be removed, and the bodies washed in fresh water and placed on ice or in refrigeration.

For the Japanese market shrimps are graded as follows: large size, 17 to 25 per pound; medium size, to average 27 pieces; mixed grade, 30 per cent large size and 70 per cent medium and small.

The fish must be packed in cartons containing  $6\frac{3}{4}$  pounds with five cartons to one shipping case. Cartons are usually supplied from Japan, as it is claimed that such cartons are made of a special kind of cardboard, chemically treated to resist water and keep the fish in good condition.

The season during which American frozen shrimps bring the highest price is February and March, although the demand starts somewhere about November.

The f.o.b. price of Galveston frozen shrimps is U.S. \$270 per short ton. It is estimated that the refrigeration freight rate from point of shipment to Japan is U.S. \$40 per ton. The practice of the trade is to establish letters of credit for 90 per cent of the value of the shipment and the balance of 10 per cent to be paid on arrival of the cargo in Japan.

The principal importers of frozen shrimps are Mitsui & Company and the Mori-u Company. These companies with a few smaller importers more or less monopolize the trade.

## GRAIN CROP PROSPECTS IN JAPAN

Mr. A. Keith Doull, Assistant Trade Commissioner in Tokyo, writes under date June 7, 1932, that Japan's grain yield (wheat, barley, and rye) for 1932 is expected to show an increase of 4,147,036 bushels or 4.6 per cent as compared with the 1931 known production, which stood at 89,188,623 bushels, according to a preliminary crop estimate just announced by the Department of Agriculture and Forestry. Wheat is expected to yield 30,336,401 bushels—an increase of 5.2 per cent. As reports have not as yet been received from the nine northern prefectures, which include Hokkaido, Aomori, Fukushima, and Nagano, the preliminary estimates do not take these prefectures into account. If good weather continues the cereal crops should show a substantial increase over last year's yield, although the quality is expected to be slightly inferior.

## TRADE OF THE PORT OF OSAKA

P. V. McLANE, ASSISTANT TRADE COMMISSIONER

Kobe, June 1, 1932.—The total trade of the port of Osaka for the first three months of 1932 was valued at \$63,390,857, showing an increase of \$10,199,251 over the corresponding period of 1931. This increase was due to speculative buying during the last months of 1931 and the first of this year. Imports therefore increased from \$25,010,727 for the first quarter of 1931 to \$37,281,255 for the same period of 1932. The increase was principally in imports of raw cotton. The tonnage of merchandise imported also showed an increase, amounting to 930,564 as against 730,197 for the first quarter of last year.

Exports, on the other hand, decreased from a value of \$28,180,878 for the first three months of last year to \$26,109,602 for the corresponding period of this year. Considering the boycott in China, however, the export trade of the port has been well maintained, and once conditions in that republic become settled, increased exports may be anticipated. The total tonnage of merchandise exported amounted to 174,454 as against 194,851 for the first quarter of 1931.

The increased imports have been reflected in increased collections of customs duties. Those collected during the first three months of this year amounted to \$2,080,747 and were greater by \$303,348 than those for the same period of last year.

### EXPORTS AND IMPORTS OF THE PORT OF OSAKA

	Exports		Imports	
	Jan.-Mar., 1932	Jan.-Mar., 1931	Jan.-Mar., 1932	Jan.-Mar., 1931
Foodstuffs. . . . .	\$ 504,027	\$ 856,108	\$ 1,705,164	\$ 1,895,821
Raw materials. . . . .	380,254	395,232	26,030,186	15,137,111
Semi-manufactured goods. . .	3,550,857	3,057,994	6,241,303	5,281,640
Manufactured goods . . . . .	20,090,503	22,810,319	3,033,603	2,438,052

During the period under review the leading exports from Osaka, with comparative figures for 1931 within parentheses, were: comestibles in tins, \$50,657 (\$887,915); cotton yarns, \$1,291,318 (\$598,239); cotton manufactures, \$13,950,651 (\$15,132,098).

The principal imports into the port of Osaka during the first three months of 1932, with figures for those of the same period of 1931 within parentheses, were: beef, \$157,162 (\$406,279); condensed milk, \$115,595 (\$154,918); hides and skins, \$237,179 (\$216,430); raw cotton, \$17,320,133 (\$7,201,147); wool, \$1,838,650 (\$1,668,090); pine, fir, cedar, hemlock and spruce, etc., \$1,767,138 (\$1,688,424); aluminium, \$304,486 (\$17,554); lead, \$956,211 (\$503,371); packing paper, \$97,568 (\$82,672).



## TRADE WITH CANADA

Exports from the port of Osaka to Canada are very small; for the first three months of this year they amounted to \$16,874 as against \$10,373 for the same period of 1931.

Imports from Canada, however, reach a good figure. For the first three months of 1932 they were valued at \$1,558,087, more than double what they were for the corresponding period of 1931. While no statistics are available giving details of these imports, they consist chiefly of lead, zinc, aluminium, kraft paper, newsprint paper, and lumber, all of which have been imported in increased quantities during the first quarter of this year. As the imports into the port of Osaka from Canada have been well maintained during the last few years, any improvement in business conditions in Japan should see a substantial increase in trade with this port.

## CHINA WHEAT TRADE, JANUARY TO APRIL, 1932

BRUCE A. MACDONALD, ASSISTANT TRADE COMMISSIONER

Shanghai, June 4, 1932.—Wheat imports into China to date this year have already exceeded the imports during the whole of any previous year with the exception of 1931—which constituted a record—and there are indications that the trade in 1932 may equal that of last year.

The following table shows the wheat imports during the first four months of 1932 into all China and into Shanghai alone:—

*Wheat Imports into China*

	January	February	March	April	Total
	Figures in Short Tons of 2,000 Lbs.				
Australia . . . . .	....	18,050	63,870	153,523	235,443
Canada . . . . .	25,087	....	8,400	6,720	40,207
United States . . . . .	64,050	42,340	73,214	12,707	192,311
Argentina . . . . .	....	....	....	8,434	8,434
Total . . . . .	89,207	60,100	145,044	181,906	476,257

*Wheat Imports into Shanghai Only*

	January	February	March	April	Total
	Figures in Short Tons of 2,000 Lbs.				
Australia . . . . .	....	18,050	24,231	117,300	159,581
Canada . . . . .	25,087	....	8,400	6,706	40,193
United States . . . . .	59,574	42,120	36,020	....	117,714
Argentina . . . . .	....	....	....	8,434	8,434
Total . . . . .	64,661	60,170	68,651	132,440	325,922

Figures for May are not yet available, but it is reported that some fifteen cargoes have been sold during the year for arrival in May and after. The sales of practically all of the imports shown were arranged for during the latter part of 1931.

## DIRECTION OF IMPORTS

It will be noted that of the total imports of roughly 476,000 short tons, about 326,000 landed at Shanghai. Of the balance of 150,000 tons shipped to other ports, Australia and the United States each contributed 75,000 tons. The American wheat, going elsewhere, was for the most part flood relief shipments destined for distribution up the Yangtze river. Of the Australian shipments it is reported that four cargoes went to Tientsin and the balance to Hankow and the Nanking area.

## SOURCES OF SUPPLY

*Australia.*—Australia maintained her dominant position, but at present her supplies are exhausted and interest is turning more to other sources. Australian

prices have been consistently lower on the whole than other wheats and, in addition, the fact that her wheat is bagged has continued to be a great advantage. It constitutes a landing cost advantage of about a shilling a ton, and in addition the buying mills have the bags for further use or resale.

*United States.*—Of the United States shipments of 192,000 tons, about 130,000 tons were made up of flood relief shipments. Under the contract between the National Flood Relief Commission and the American Grain Stabilization Corporation, 450,000 tons of wheat were to be shipped. As a concession to the American milling interests, it was agreed that half of this amount could be shipped as flour, and full advantage has been taken of this. The last shipment reached Shanghai on May 16. Final figures indicate that the shipments were made up approximately as follows: wheat, 225,000 tons; flour, 160,125 tons (which expressed in terms of wheat is 220,557 tons). The tonnage of wheat and flour expressed in terms of wheat therefore amounts to roughly 445,000 tons, or about 5,000 tons short of the contract quantity.

It is the general opinion that the purchase and distribution of this flood relief wheat has been handled very well, for which the chief credit must be given to Sir John Hope Simpson, the director of the work, and to his efficient staff, both foreign and Chinese, many of whom gave their services voluntarily.

*Argentina.*—Perhaps the most interesting development in the trade was the arrival of the first cargo of Argentine wheat on April 6, brought in by the leading firm of wheat importers in Shanghai. This wheat is reported of very good quality and arrived bagged, although the bags are not as attractive as those employed by Australian shippers. It is impossible to say how important a factor Argentina will prove to be in the China trade, but one large dealer states that he expects to see considerable sales of Argentine wheat made within the next few months. It is stated that the freight rate from Plate ports is 17s. per ton, which at present exchange is roughly \$3.15, as compared with the Vancouver-China rates of about \$3.

*Canada.*—As will be seen from the above table, Canada has so far obtained but a small share of the imports this year. At present, however, Canadian quotations are coming into line and importers state that they expect to do considerable business with Vancouver from now on.

#### EFFECT OF THE SHANGHAI HOSTILITIES

Business was comparatively quiet in January, but the outbreak of hostilities on January 28 put a complete stop to buying as importers and mills were loath to consider new business in view of the prevailing uncertainty. Fortunately, the industry suffered no important material damage from the hostilities. The most adverse effects of the trouble were the closing of the Chinese flour and wheat exchanges and the general financial stringency. The exchanges closed on January 28 and have remained closed until now, although they are expected to reopen to-day.

#### FUTURE PROSPECTS

It is difficult to make any forecast for the rest of this year, but opinion in the trade leans to the view that large sales can be expected, perhaps even equalling those of last year. Practically all of the factors which gave rise to the huge imports of 1931 still exist. The domestic crop is again very poor. One of the best-informed importers states that it will probably be less than 30 per cent of average and perhaps only 20 per cent. The danger of floods in the Yangtze valley is again appearing, and it is reported from Nanking that serious famine conditions exist in the five provinces of Honan, Anhui, Shensi, Kiangse, and Hupeh. As a result there is a great need for foodstuffs, and the growing imports of wheat during the past few years, especially in 1931, have done much



to popularize wheat as a food. In addition, there seems to be no doubt that the Chinese milling interests made excellent profits last year from milling foreign wheat and, as a result, will purchase freely again this year if they can.

On the other hand, there are some adverse factors to be considered, viz. the financial stringency, the fact that silver exchange has shown no definite upward tendency, and the prospects of Japanese flour flooding the North China market where the greater part of the output of the Shanghai mills is sold. If wheat prices were to rise considerably and tael exchange fail to improve or decline further sales would be very adversely affected. But if silver rises there is little doubt that a large business, equalling or perhaps exceeding that of 1931, will be done. It will be seen therefore that the deciding factors are financial; the position of the tael exchange rate will be the gauge to watch.

The following quotations received in Shanghai on May 31 afford a comparison of prices of the various wheats:—

Australia . . .	120 shillings per long ton bagged.
Argentine . . .	United States gold \$21 per short ton bagged.
Canadian . . .	United States gold \$20.10 per short ton in bulk Manitoba No. 3
	\$19.70 per short ton in bulk Manitoba No. 4
	\$19.10 per short ton in bulk Manitoba No. 5

The London-New York cross rate on May 31 was about \$3.70, so that the Australian quotation above was equivalent to United States gold \$22.20 per long ton, or United States gold \$19.82 per short ton. When the further advantage of being bagged is considered, it will be easily seen why Australian wheat has dominated the market. To-day, however, Canadian prices are practically at par with Australian, and Vancouver business may soon be possible. Important sales are not expected to begin until the close of June or July, as mills have at present large supplies on hand.

## CONTROL OF EXCHANGE IN ECUADOR

Mr. C. S. Bissett, Canadian Trade Commissioner in Lima, Peru, writes under date June 14 that he has received a letter from the Anglo-South American Bank Limited, Guayaquil, in which they state that the Ecuadorian Government have recently decreed a control of exchange, appointing the Banco Central del Ecuador sole buyers and sellers of exchange. Under present conditions it is not considered advisable for Canadian exporters to ship on credit to this market, or even cash against documents.

## CHANGES IN THE CONSULAR LIST

The following changes in the Consular List have been advised by the Department of External Affairs at Ottawa: Dr. E. Dubeau as Consul of Portugal at Montreal; Mr. Herbert Emil Johnson as Honorary Vice-Consul of Finland at Copper Cliff, Ont.

## BRITISH MERCHANDISE MARKS ACT

### CHUCKS FOR LATHES AND OTHER MACHINE TOOLS

The Board of Trade announce that an inquiry is to be held under the Merchandise Marks Act into the advisability of requiring the marking with an indication of origin of imported chucks for lathes and other machine tools.

## TARIFF CHANGES AND CUSTOMS REGULATIONS

### Additional Import Duties in the United Kingdom

With reference to the report in *Commercial Intelligence Journal* No. 1476 (May 14, 1932), pages 824-9, concerning increased import duties in the United Kingdom, Mr. Harrison Watson cables that the 33 $\frac{1}{3}$  per cent duty on semi-manufactured iron and steel products has been continued for a further three months from July 25. Transparent cellulose wrapping paper has also been increased 10 per cent ad valorem, making the total rate 20 per cent ad valorem.

### Crushed Gypsum Enters United States Free of Duty

A decision of the United States Customs Court (T.D. 44865), given in May, 1931, held that plaster rock or gypsum, crushed before exportation for convenience in transportation, was entitled to enter the United States free of duty. This decision was appealed and carried to the United States Court of Customs and Patent Appeals, which handed down a judgment on May 23, 1932, upholding the decision given by the United States Customs Court. Crushed plaster rock or gypsum will therefore continue to enter the United States free of duty under paragraph 1743 of the United States Tariff Act of 1930.

### Belgian Import of Silk Hosiery Restricted

Mr. Henri Turcot, Canadian Trade Commissioner in Brussels, advises that according to a decree and ministerial order under date May 10, which appeared in the *Moniteur Belge* (Official Gazette), the importation into Belgium of pure silk and mixed silk hosiery is permitted as from June 4 only under licence from the Ministry of Industry, Labour and Social Affairs.

### Belgian Importation of Maize Products Restricted

Mr. Henri Turcot, Canadian Trade Commissioner in Brussels, reports that, according to a decree and ministerial order, which appeared in the *Moniteur Belge* of June 7, 1932, the importation into Belgium of semolina, grits, maize meals, maize flakes, coarse groats, and hulled maize is permitted as from June 9, 1932, only under licence from the Ministry of Industry, Labour and Social Affairs.

### Tariff Changes in Cyprus

Mr. Yves Lamontagne, Canadian Trade Commissioner in Cairo, writes under date June 13, that the following modifications have been made in the general tariff of Cyprus, by a law enacted on June 4:—

Cheese:	Old Rate	New Rate
(a) Kachkaval and similar . . . . .	3 cp. per oke	4 cp. per oke
(b) Dutch, cheddar, etc. . . . .	6 cp. per oke	8 cp. per oke
Macaroni and vermicelli . . . . .	30 paras per oke	1 cp. per oke
Wheat . . . . .	6 cp. per cwt.	1s. 3 cp. per cwt.
Leather, dressed . . . . .	20% ad val.	25% ad val.

(One Cyprus shilling equals one United Kingdom shilling, equals 9 copper piastres (cp.); one copper piastre contains 40 paras and 30 paras equal 1d. The oke is 2 $\frac{1}{2}$  lbs.)

### Italian 15 Per Cent Surtax Levied on Artificial Fertilizers

With reference to the article in *Commercial Intelligence Journal* No. 1448 (October 31, 1931), page 712, Mr. A. B. Muddiman, Canadian Trade Commissioner in Milan, writes that an Italian Royal Decree-Law, effective June 7, 1932, imposes the 15 per cent ad valorem surtax on certain artificial fertilizers,



namely, phosphate, mineral perphosphates, and chemical phosphatic manures of bone and of scoria resultant from dephosphorization. These were formerly exempt from both duty and surtax. The same decree exempts organic fertilizers of animal origin from payment of the 15 per cent surtax.

### **Decrease of Duties on Whisky Entering Argentina**

Mr. E. L. McColl, Canadian Trade Commissioner, Buenos Aires, advises that a decree has been issued by the Argentine Government stating that in view of the fact that Great Britain has maintained Argentine products on the free list a reduction of 50 per cent will be made on certain specified Argentine import duties on whisky originating from Great Britain and Northern Ireland after July 10, 1932. The duties affected by this decree on 100 cases of whisky before the decree comes into effect amount to 1,002 pesos. After July 10, these duties will be reduced to 501 pesos. However, there are a large number of internal government taxes which this decree does not include. The total duties and taxes which must be paid to the customs house on 100 cases of whisky before they may be withdrawn amount to 6,625.05 pesos. After the 10th of July they will amount to 6,124.05 pesos. During 1930, 20,000 cases were imported. This number fell to 14,000 during 1931 and it is expected that not more than 8,000 cases will be imported during the present year. The above mentioned decree means a saving to the importer of 5 pesos per case (1 paper peso = 29 cents Canadian).

### **Proposed Change in the Duty on Unassembled Automobiles Entering Uruguay**

Mr. E. L. McColl, Canadian Trade Commissioner, Buenos Aires, advises that, in order to assist national industry, a decree has been issued by the Uruguayan Government relieving importers who have assembling plants from the obligation of paying 25 per cent of the customs duties at gold or par rate on unassembled automobiles which are brought into the country. The new regulation is primarily on behalf of body builders, but it also has in mind the fostering of the production of other parts of the car or truck.

The decree may only be taken advantage of by importers of automotive vehicles who have well-equipped assembling plants capable of erecting or putting together the imported chassis and the locally made body.

Automobile importers have protested and have succeeded in having the decree held up, but it is expected that it will finally receive official sanction.

## **TENDERS INVITED**

### **Australia**

Copies of tender forms and specifications have been received from D. H. Ross, Canadian Trade Commissioner in Melbourne, for supply and delivery of wire, twisted pair (2/0.048), insulated, for outdoor use, required by the Postmaster-General's Department, Melbourne.

These tender forms and specifications are open to the inspection of interested Canadian manufacturers at the Department of Trade and Commerce, Ottawa.

Tenders (which close on September 20) in conformity to the specifications should be promptly addressed to the Deputy Director, Posts and Telegraphs, Melbourne, Australia, and endorsed "Tenders for Wire, Schedule C.843."

Canadian Trade Commissioners should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Second Phrase Code.

## FOREIGN EXCHANGE QUOTATIONS FOR WEEK ENDING JULY 5

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending July 5, 1932, with the official bank rate. Quotations for the week ending June 27, 1932, are also given for the sake of comparison.

Country	Unit	Nominal Quotations in Montreal Week ending June 27	Nominal Quotations in Montreal Week ending July 5	Official Bank Rate
Austria . . . . .	Schilling	\$ .1610	\$ .1602	7
Belgium . . . . .	Belga	.1590	.1580	3½
Bulgaria . . . . .	Lev	.0082	.0081	8
Czechoslovakia . . . . .	Krone	.0339	.0336	5
Denmark . . . . .	Krone	.2250	.2198	4
Finland . . . . .	Markka	.0203	.0190	6½
France . . . . .	Franc	.0449	.0446	2½
Germany . . . . .	Reichsmark	.2705	.2692	5
Great Britain . . . . .	Pound	4.1272	4.0322	2
Greece . . . . .	Drachma	.0079	.0079	11
Holland . . . . .	Guilder	.4617	.4590	2½
Hungary . . . . .	Pengo	.1999	.1988	5
Italy . . . . .	Lira	.0582	.0580	5
Jugo-Slavia . . . . .	Dinar	.0204	.0203	7½
Norway . . . . .	Krone	.2039	.1994	4½
Portugal . . . . .	Escudo	.0388	.0386	6½
Roumania . . . . .	Leu	.0068	.0068	7
Spain . . . . .	Peseta	.0942	.0933	6½
Sweden . . . . .	Krona	.2125	.2074	4
Switzerland . . . . .	Franc	.2227	.2215	2
United States . . . . .	Dollar	1.1425	1.1362	2½
Argentine . . . . .	Peso (Paper)	.2941	.2925	—
Brazil . . . . .	Milreis	.0885	.0880	—
Chile . . . . .	Peso	.0692	.0688	5½
Colombia . . . . .	Peso	1.0968	1.0879	6
Mexico . . . . .	Peso	.3129	.3011	6-7
Peru . . . . .	Sol	.2627	.2613	6
Venezuela . . . . .	Bolivar	.1742	.1704	—
Uruguay . . . . .	Peso	.5398	.5368	—
Cuba . . . . .	Peso	1.1415	1.1353	—
Hongkong . . . . .	Dollar	.2650	.2584	—
India . . . . .	Rupee	.3099	.3056	5
Japan . . . . .	Yen	.3113	.3138	5.11
Java . . . . .	Guilder	.4598	.4573	4½
Shanghai . . . . .	Tael	.3416	.3323	—
Siam . . . . .	Baht (Tical)	—	—	—
Straits Settlements . . . . .	Dollar	.4912	.4885	—
British Guiana . . . . .	Dollar	.8683	.8521	—
Jamaica . . . . .	Pound	4.1701	4.0905	—
Other British West Indies . . . . .	Dollar	.8683	.8521	—
Martinique . . . . .	Franc	.0450	.0448	—
Guadeloupe . . . . .	Franc	.0450	.0448	—
Australia . . . . .	Pound	3.3018	3.2329	—
Egypt . . . . .	Pound (100 piastres)	4.2320	4.1447	—



## TRADE OPPORTUNITIES ABROAD FOR CANADIAN PRODUCTS

The Trade Inquiries for Canadian products published below have been received since the publication of the last issue of the *Commercial Intelligence Journal*. Interested exporters may secure the names and addresses of the firms making these inquiries, together with further details regarding the commodities required, on application to the Director, Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa, or—

### Secretary, Board of Trade—

St. John, N.B.,	Toronto, Ont.,	Winnipeg, Man.,
Halifax, N.S.,	Woodstock, Ont.,	Vancouver, B.C.,
Quebec, P.Q.,	St. Mary's, Ont.,	New Westminster, B.C.,
Sherbrooke, P.Q.,	Portage la Prairie, Man.,	Prince Rupert, B.C.
Montreal, P.Q.,	St. Boniface, Man.,	

### Secretary, Chamber of Commerce—

Kingston, Ont.,	Peterborough, Ont.,	Victoria, B.C.
Oshawa, Ont.,	London, Ont.,	
Belleville, Ont.,	Hamilton, Ont.,	

Border Chamber of Commerce, Windsor, Ont.

La Chambre de Commerce, de Montréal, 25 St. James E., Montreal, P.Q.

### Secretary, Canadian Manufacturers' Association—

Toronto, Ont.,	Winnipeg, Man.,	Vancouver, B.C.,
Montreal, P.Q.,	Edmonton, Alta.,	Victoria, B.C.

The Maritime Provinces Trade Commissioner, 122 Federal Building, Toronto, Ont.

The Bureau of Provincial Information, Victoria, B.C.

**Canadian exporters should, for follow-up purposes, transmit a copy of any reply sent in response to a Trade Inquiry to the Trade Commissioner in the territory from which the inquiry emanated.**

## Foodstuffs

432. CANNED SALMON AND PILCHARDS.—Syrian firm of importers desire to hear from Canadian exporters of canned salmon and pilchards; quotations c.i.f. Beyrouth.

433. PRODUCE.—A firm of agents in Santo Domingo are desirous of getting into touch with Canadian exporters of potatoes, onions, rice, lard, flour, milk (condensed and malted), tomato paste, dried codfish, and salted fish in general.

434. FISH; OATS; POTATOES.—A commission agent in Havana, Cuba, desires to represent Canadian exporters of codfish, oats, potatoes and seed potatoes, on commission basis only.

## Miscellaneous

435. FURS.—An agent in Paris would like to represent Canadian exporters of all kinds of furs.

436. WOOD FLOUR.—A London firm desire to get into touch with Canadian exporters of wood flour.

437. BROOM HANDLES.—A Bristol firm of manufacturers and factors ask for Canadian quotations on hemlock broom handles 48 or 50 inches by 1, 1- $\frac{1}{16}$ , and 1- $\frac{1}{8}$  inches. The handles must be well chucked and sanded. Quotations c.i.f. United Kingdom port, Bristol or Avonmouth preferably.

438. BOXES AND CARTONS.—Midland manufacturers of loose-leaf systems ask to be placed in touch with Canadian manufacturers of corrugated boxes and carton boxes suitable for packing sheets, the weight ranging from about 5 pounds to 20 pounds per 500 sheets, thickness about 2 $\frac{1}{2}$  inches.

439. NEWSPRINT AND WRAPPING PAPER.—A commission agent in Havana desires to represent Canadian exporters of newsprint and wrapping paper on a commission basis only.

440. PAPER; LEATHER; ETC.—A firm of agents in Santo Domingo wish to get in touch with Canadian exporters of paper, patent leather, leather, chemical products, advertising materials, wire (barbed, etc.), general hardware, lumber, and all kinds of nails.

441. ASBESTOS.—A commission agent in Havana desires to represent Canadian exporters of crude asbestos in sacks of 100 pounds on commission basis only.

442. REPRESENTATION.—The London office of a leading Canadian steel company offer their services to any Canadian manufacturer contemplating the development of business in the United Kingdom.

## PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

### From Montreal

To *Liverpool*.—Duchess of York, July 15 and Aug. 12; Duchess of Richmond, July 21 and Aug. 19; Montcalm, July 30; Duchess of Bedford, Aug. 5—all Canadian Pacific; Antonia, Cunard Line, Aug. 4; Laurentic, White Star Line, Aug. 20.

To *London*.—Beaverhill, July 15 and Aug. 19; Beaverford, July 22; Beaverburn, July 29; Beaverville, Aug. 5; Beaverbrae, Aug. 12—all Canadian Pacific; Ausonia, July 15; Alaunia, July 22 and Aug. 19; Aurania, July 29; Corrientes, Aug. 5; Ascania, Aug. 12—all Cunard Line.

To *Manchester*.—Manchester Brigade, July 14 and Aug. 18; Manchester Commerce, July 21; Manchester Citizen, July 28; Manchester Producer, Aug. 4; Manchester Division, Aug. 11—all Manchester Line.

To *Avonmouth, Cardiff and Swansea*.—Kastalia, July 16; Concordia, Aug. 13—both Cunard-Donaldson Line; Norwegian, White Star Line, July 30.

To *Glasgow*.—Letitia, July 15 and Aug. 12; Sulairia, July 22 and Aug. 19; Athenia, July 29—all Anchor-Donaldson Line.

To *Newcastle and Leith*.—Cairnesk, July 15; Cairnglen, July 29; Cairnross, Aug. 12—all Cairn-Thomson Line.

To *Dundee*.—Cairnesk, July 15; Cairnross, Aug. 12—both Cairn-Thomson Line.

To *Belfast*.—Dunaff Head, July 13; Torr Head, July 30—both Head Line (cargo accepted for Londonderry).

To *Dublin*.—Torr Head, Head Line, July 20 (cargo accepted for Cork).

To *Antwerp*.—Beaverhill, July 15 and Aug. 19; Beaverford, July 22; Beaverville, Aug. 5; Beaverbrae, Aug. 12—all Canadian Pacific.

To *Havre and Antwerp*.—Hada County, July 25; Brant County, Aug. 9—both County Line.

To *Rotterdam*.—Evanger, July 15; Grey County, July 28; Kings County, Aug. 5—all County Line.

To *Hamburg*.—Beaverburn, Canadian Pacific, July 29; Hagen, July 27; Remscheid, Aug. 26—both Hamburg American-North German Lloyd Line (also call at Bremen).

To *South France and Italian Ports*.—Valfiorita, July 24; Valleluce, Aug. 15—both Lloyd Mediterraneo Italian Service.

To *Scandinavian and Baltic Ports*.—Korsholm, Swedish-American-Mexico Line, Aug. 4.

To *Norwegian Ports*.—Topdalsfjord, Norwegian-American Line, second half July.

To *St. John's, Nfld., and St. Pierre-Miquelon*.—Silvia, Furness-Red Cross Line, July 16 and 30; Belle Isle, Newfoundland-Canada SS., July 21 and Aug. 4 and 18.

To *Cornwallis, Nfld.*—New Northland, July 13 and 26; North Voyageur, July 18—both Clarke SS. Co.

To *Hamilton (Bermuda), Puerto Rico, St. Kitts, Antigua, St. Lucia, Guadeloupe, Martinique, Barbados, St. Vincent, Grenada, Trinidad and Demerara*.—Chomedy, July 15; Colborne, July 29; Cornwallis, Aug. 12—all Canadian National.

To *Hamilton, Bermuda; Nassau, Bahamas; Kingston, Jamaica; and Belize, British Honduras*.—Lady Rodney, July 14 and Aug. 11; Cavalier (does not call at Hamilton or Nassau), July 22 and Aug. 19; Lady Somers, July 28; Cathcart (calls at St. Georges but not at Hamilton or Nassau), Aug. 5—all Canadian National.

To *Bermuda, St. Kitts, Antigua, Guadeloupe, Dominica, Martinique, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara and Paramaribo*.—Marie Horn, July 12; a steamer, July 27—both Ocean Dominion SS. Corp.

To *Montevideo and Buenos Aires*.—A steamer, Houston Line, July 16; a steamer, Canadian South American Line, July 15.

To *Brisbane, Sydney and Melbourne*.—Canadian Victor, Canadian National, July 30 (also calls Adelaide).

To *Auckland, Wellington, Lyttelton, Dunedin, Melbourne, Sydney and Brisbane*.—Canadian Cruiser, Canadian National, July 23 (calls Napier).

To *West and South African Ports*.—Mattawin, Elder Dempster & Co., Ltd., July 25.

### From Halifax

To *Liverpool*.—Nova Scotia, July 26; Newfoundland, Aug. 16—both Furness Line.

To *London*.—London Corporation, Furness Line, July 26.

To *Gothenburg*.—Kungsholm, Swedish-American Line, Aug. 17.

To *St. John's, Nfld., and St. Pierre-Miquelon*.—Nerissa, July 12 and 26; Fort St. George, July 19 (do not call at St. Pierre); Silvia, July 30—all Furness-Red Cross Line; Nova Scotia, Furness Line, July 26 (does not call at St. Pierre).

To *St. John's, Carbonara and Port Union, Nfld., and St. Pierre*.—Magnhild, Newfoundland-Canada SS., July 14 and 28 and Aug. 11.



To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Drake, July 12; Lady Nelson, July 26; Lady Hawkins, Aug. 9—all Canadian National.

To Santiago (Cuba) and Kingston (Jamaica).—Andalusia, July 20 and Aug. 17 (calls at Montego Bay and other Jamaican outports); Calabria, Aug. 3—both Pickford & Black, Ltd.

To Bermuda, St. Kitts, Antigua, Guadeloupe, St. Lucia, Dominica, Martinique, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo.—Marie Horn, July 17; a steamer, Aug. 1—both Ocean Dominion S.S. Corp.

To Hamilton (Bermuda), Nassau (Bahamas), Kingston (Jamaica), and Belize (British Honduras).—Cathcart (calls at St. Georges, Bermuda, but not at Hamilton or Nassau), July 11 and Aug. 8; Cavelier (does not call at Hamilton or Nassau), July 25—both Canadian National.

To Hamilton (Bermuda), Puerto Rico, St. Kitts, Antigua, St. Lucia, Guadeloupe, Martinique, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Chomedy, July 19; Colborne, Aug. 2; Cornwallis, Aug. 16—all Canadian National.

### From Saint John

To Alexandria, Port Said, Suez, Aden, Karachi, Bombay, Colombo, Madras, Rangoon and Calcutta.—A steamer, American and Indian S.S., July 25 (cargo accepted for other Eastern ports, also for British East African ports).

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Nelson, July 18; Lady Hawkins, Aug. 1; Lady Drake, Aug. 15—all Canadian National.

To Kingston and Jamaican Outports.—Harboe Jensen, July 16; I. K. Ward, July 23—both United Fruit Line.

### From Quebec

To Southampton.—Empress of Britain, Canadian Pacific, July 20 and Aug. 6 and 20.

### From New Westminster

To London, Liverpool and Hull.—Norman Star, American Mail Line, July 15.

To London, Liverpool and Cardiff.—Bradburn, T. A. Lee & Holway, July 11.

To United Kingdom Ports.—Springbank, Canadian Transport Co., July 25; Beneruachan, Canadian-American Shipping Co., July 15; Modavia, Balfour Guthrie Co., July 17.

To Shanghai.—A steamer, Canadian Transport Co., July 15.

To Shanghai and Hongkong.—Nansenville, Balfour Guthrie & Co., July 24.

To Japanese Ports.—Shohei Maru, Roy I. Funk, July 15.

To Australian Ports.—A steamer, July 15 and 20; Golden Eagle, Dingwall Cotts & Co., July 18.

To Africa, Antofogasta and Valparaiso.—Condor, C. Gardiner Johnston Ltd., July 14.

### From Vancouver

To Yokohama, Kobe, Shanghai and Hongkong.—Hiye Maru, July 14; Heian Maru, Aug. 11—both Nippon Yusen Kaisha (also call Osaka); Tantalus, Blue Funnel Line, Aug. 8.

To Yokohama, Kobe, Shanghai, Hongkong and Manila.—Empress of Russia (calls Nagasaki), July 16; Empress of Japan (calls Honolulu), July 30; Empress of Asia (calls Nagasaki), Aug. 13—all Canadian Pacific.

To Honolulu, Suva, Auckland and Sydney.—Aorangi, July 15; Niagara, Aug. 17—both Canadian-Australasian Royal Mail Line.

To Macassar, Sourabaya, Samarang, Batavia, Singapore, Belawan Deli, Penang, Rangoon and Calcutta.—Bintang, Silver-Java Pacific Line, Aug. 7.

To Auckland, Wellington, Melbourne and Sydney.—Golden Cross, July 16; Golden Harvest, Aug. 17—both Oceanic and Oriental Navigation Co.

To Liverpool, London, Southampton and Rotterdam.—Nebraska, July 17; Dinteldyk, Aug. 1; Loch Katrine, Aug. 14—all North Pacific Coast Line.

To London, Hull, Bergen and Oslo.—Benjamin Franklin, July 24; Laurits Swenson, Aug. 15—both Fred Olsen Line.

To Havre, Dunkirk, Bordeaux and Antwerp.—Winnipeg, French Line, July 11.

To Scandinavian Ports.—Buenos Aires, July 26; Axel Johnson, Aug. 17—both Johnson Line.

To Port of Spain (Trinidad) and Bridgetown (Barbados).—Bronnoy, Canadian Transport Co., Ltd., July 14.

To Rio de Janeiro, Santos, Montevideo and Buenos Aires.—Hoyanger, July 12; Vil-langer, Aug. 2—both Westfal-Larsen Co. (cargo accepted for Pernambuco, Bahia, Rosario, Santa Fé and other ports).

**Note.**—Firms who desire information concerning ocean mail services may have their names placed on the mailing list of the Post Office Weekly Bulletin by applying to the Post Office Department.

## CANADIAN GOVERNMENT TRADE COMMISSIONERS

### Argentine Republic

E. L. McCOLL, B. Mitre 430, Buenos Aires (1). (Territory includes Chile and Uruguay.)  
*Cable address, Canadian.*

### Australia

D. H. ROSS. Address for letters—Box 196C, G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable address, Canadian.*  
*Commercial Agent:* B. MILLIN, The Royal Exchange, Sydney, N.S.W.

### Belgium

HENRI TURCOT, 98 Boulevard Adolphe Max, Brussels. *Cable address, Canadian.*

### Brazil

A. S. BLEAKNEY. Address for letters—Caixa Postal 2164, Rio de Janeiro. Office—Ed. Da "A. Noite," Sala 802, Praca Maua. *Cable address, Canadian.*

### British West Indies

*Trinidad:* ACTING TRADE COMMISSIONER. Address for letters—P.O. Box 125, Port of Spain. Office—Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, and British Guiana.) *Cable address, Canadian.*

*Jamaica:* F. W. FRASER, P.O. Box 225 Office—Canadian Bank of Commerce Chambers, Kingston. (Territory covers Jamaica, Hayti, the Bahamas, and British Honduras.)  
*Cable address, Canadian.*

### China

L. M. COSGRAVE. Address for letters—P.O. Box 300, Shanghai. Office—Daily News Building, 17 The Bund, Shanghai. *Cable address, Canadian.*

PAUL SYKES. Address for letters—P.O. Box 160, Dairen, Manchuria. Office—Cornabe Building, 1 Higashi-Koen-Cho, Dairen, Manchuria. (Territory covers Manchuria.) *Cable address, Canadian.*

### Cuba

JAMES CORMACK. Address for letters—Apartado 1945, Havana. Office address—Calle Obrapia 35, Havana. (Territory includes San Domingo and Puerto Rico.) *Cable address, Canadian.*

### Egypt

YVES LAMONTAGNE. Address for letters—P.O. Box 1770, Cairo. Office—22 Shari Kasr el Nil, Cairo. (Territory includes the Sudan, Palestine, Cyprus, Iraq, Syria, and Persia.)  
*Cable address, Canadian.*

### France

HERCULE BARRÉ, 3 rue Scribe, Paris (9). (Territory includes French Colonies in North Africa.) *Cable address, Cancomac.*

### Germany

ACTING TRADE COMMISSIONER, Mönckebergstrasse 31, Hamburg. (Territory covers Germany—except the Rhine Valley—Czechoslovakia, Austria, and Eastern European countries.)  
*Cable address, Canadian.*

### Greece

ACTING TRADE COMMISSIONER, 1 Corai Street, Athens. (Territory includes Turkey.) *Cable address, Canadian.*

### Hongkong

V. E. DUCLOS. Address for letters—P.O. Box 80, Hongkong. Office—Gloucester Building, Hongkong. (Territory includes South China, the Philippines, British North Borneo, and Indo-China.) *Cable address, Canadian.*

### India and Ceylon

R. T. YOUNG. Address for letters—P.O. Box 2003, Calcutta. Office—8 Esplanade Mansions, Government Place East, Calcutta. *Cable address, Canadian.*

### Irish Free State and Northern Ireland

J. H. ENGLISH, 66 Upper O'Connell Street, Dublin, Irish Free State (*cable address, Canadian*); and 44 Ann Street, Belfast, Northern Ireland (*cable address, Adanac*).



# CANADIAN GOVERNMENT TRADE COMMISSIONERS—*Con.*

## Italy

A. B. MUDDIMAN, Via Manzoni Nr. 5, Milan (102). (Territory includes Spain, Portugal, Gibraltar, Canary Islands, Malta, Italian Colonies in Africa, Albania, and Jugoslavia.) *Cable address, Canadian.*

## Japan

*Tokyo*: J. A. LANGLEY, Commercial Secretary; RICHARD GREW, Trade Commissioner. Address for letters—P.O. Box F101, Tokyo Central. Office—Imperial Life Assurance Building, Marunouchi, Tokyo. *Cable address, Canadian.*

*Kobe*: ACTING TRADE COMMISSIONER. Address for letters—P.O. Box 230, Kobe. Office—Chamber of Commerce Building, Kobe. *Cable address, Canadian.*

## Mexico

C. NOEL WILDE. Address for letters—Apartado Num. 126-bis, Mexico City. Office—Edificio Banco de Londres y Mexico, Num. 30, Mexico City. (Territory includes Central American Republics.) *Cable address, Cancoma.*

## Netherlands

J. C. MACGILLIVRAY, Beursplein 26B, Rotterdam. (Territory includes the Rhine Valley and Switzerland.) *Cable address, Canadian.*

## Netherlands East Indies

G. R. HEASMAN. Address for letters—P.O. Box 84, Batavia, Java. Office—Chartered Bank Building, Melacca St., Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, and Siam.) *Cable address, Canadian.*

## New Zealand

C. M. CROFT. Address for letters—P.O. Box 33, Auckland. Office—Yorkshire House, Shortland Street, Auckland. (Territory includes Fiji and Western Samoa.) *Cable address, Canadian.*

## Norway

F. H. PALMER, Jernbanetorget 4, Oslo. (Territory includes Scandinavian countries and Finland.) *Cable address, Canadian*

## Panama

J. A. STRONG. Address for letters—P.O. Box 222, Panama City. Office—Royal Bank of Canada Building, Santa Ana Plaza, Panama City. (Territory includes Venezuela and Colombia.) *Cable address, Canadian.*

## Peru

C. S. BISSETT. Address for letters—Casilla 1212, Lima. Office—Calle Coca, 478, Lima. (Territory includes Bolivia and Ecuador.) *Cable address, Canadian.*

## South Africa

G. R. STEVENS. Address for letters—P.O. Box 683, Cape Town. Office—Cleghorn & Harris Building, Adderley Street, Cape Town. (Territory includes Southwest Africa, the Rhodesias, Nyasaland, Tanganyika Territory, and Kenya Colony.) *Cable address, Cantracom.*

## United Kingdom

*London*: HARRISON WATSON, Canada House, Trafalgar Square, S.W.1. (Territory covers Home Counties, Southeastern Counties, and East Anglia.) *Cable address, Sleighing, London.*

*London*: J. FORSYTH SMITH, Fruit Trade Commissioner, Walter House, Bedford Street, Strand, W.C.2. *Cable address, Canfracom.* (Territory—for fresh fruit only—covers United Kingdom, Norway, Denmark, Sweden, France, Holland, Belgium, Germany, and Spain.)

*Liverpool*: H. R. POUSSETTE, Century Bldgs., 31 North John Street. (Territory covers North of England, Lincolnshire, North Midlands, and North Wales.) *Cable address, Canadian.*

*Bristol*: DOUGLAS S. COLE, Sun Building, Clare Street. (Territory covers West of England, South Wales, and South Midlands.) *Cable address, Canadian.*

*Glasgow*: GORDON B. JOHNSON, 200 St. Vincent Street. *Cable address, Cantracom.*

## United States

*New York City*: FREDERIC HUDD, 25 Broadway. (Territory includes Bermuda.) *Cable address, Cantracom.*

**Note.**—Bentley's Second Phrase Code is used by Canadian Trade Commissioners

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# Commercial Intelligence Journal

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Minister: Hon. H. H. Stevens, M.P.

Deputy Minister: James G. Parmelee

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## TABLE OF CONTENTS

	Page		Page
Mr. Barré's Itinerary in Canada . . .	89	Hungarian External Trade in 1931 . . .	111
Import and Export Trade of Hongkong in 1931 . . . . .	89	Market Conditions for Fertilizers in Cuba . . . . .	111
Trade of British Guiana, 1931 . . . . .	94	Wheat Restrictions in Peru . . . . .	114
Salt Industry in Turks and Caicos Islands . . . . .	99	Mechanical Refrigeration in Argentina . . . . .	115
Hides and Leather Industry and Markets of India . . . . .	100	Economic Conditions in Japan . . . . .	117
Birkenhead Trade in Live Cattle . . . . .	103	British Merchandise Marks Act . . . . .	120
Market for Drinking Straws in the United Kingdom . . . . .	104	Tariff Changes, Etc. . . . .	120
Netherlands Fish Meal Market . . . . .	105	Tenders Invited—Australia . . . . .	122
Conditions in Belgium in 1931—I . . . . .	106	Foreign Exchange Quotations . . . . .	123
Wheat Situation in Italy . . . . .	110	Trade Inquiries . . . . .	124
		Proposed Sailings . . . . .	125
		Commercial Intelligence Service . . . . .	127

## MR. BARRÉ'S ITINERARY IN CANADA

Mr. Hercule Barré, Canadian Trade Commissioner in Paris, will visit the following cities in the course of the tour which he is making in the interest of Canadian trade with France:—

Victoria . . . . . July 18  
New Westminster . . . . . July 19  
Port Arthur and  
Fort William . . . . . July 26

Toronto . . . . . July 28 to Aug. 4  
London . . . . . Aug. 5 and 6  
Hamilton . . . . . Aug. 8

Canadian firms desirous of being brought in touch with Mr. Barré should communicate, for Toronto and cities in British Columbia, with the office of the Canadian Manufacturers' Association in Toronto and Vancouver respectively; and for London, Hamilton, and Fort William, with the Board of Trade or Chamber of Commerce in these cities.

## IMPORT AND EXPORT TRADE OF HONGKONG IN 1931

W. J. RIDDIFORD, ASSISTANT TRADE COMMISSIONER

Hongkong, June 2, 1932.—In spite of the severe business depression which prevailed generally during the year 1931, the import and export trade of Hongkong shows a slight increase as compared with 1930. The fact that Hongkong, as the entrepôt for South China, is able to show slight increases in both imports and exports for the year 1931 in the face of the general business depression, the decline in value of silver currencies used in Hongkong and South China, and the civil warfare and consequent political chaos which have prevailed in South



China during the last twelve months, illustrates the remarkable resiliency of China's trade.

The following tables give the value in Canadian dollars of imports into, and exports from Hongkong for the year 1924, the period April to December, 1930, and 1931.

IMPORTS INTO HONGKONG FROM LEADING COUNTRIES

Country	1924	Apr.-Dec., 1930	1931
	Values in 1,000 Canadian Dollars		
North China . . . . .	43,149	19,997	18,389
Japan . . . . .	43,448	16,850	16,051
Netherlands East Indies . . . . .	45,020	14,121	18,788
South China . . . . .	....	14,121	20,027
United Kingdom . . . . .	44,948	12,959	17,389
French Indo-China . . . . .	52,333	11,708	23,820
United States . . . . .	28,157	9,885	13,142
Siam . . . . .	29,810	7,821	11,075
Germany . . . . .	8,739	6,323	8,877
Straits Settlements and the Federated Malay States . . . . .	8,057	3,220	3,571
Canada . . . . .	3,493	849	1,204
Other countries . . . . .	36,260	18,812	21,036
Total . . . . .	343,450	136,639	173,369

EXPORTS FROM HONGKONG TO LEADING COUNTRIES

Country	1924	Apr.-Dec., 1930	1931
	Values in 1,000 Canadian Dollars		
South China . . . . .	118,843	32,519	42,337
North China . . . . .	48,479	13,559	15,537
Middle China . . . . .	22,894	10,622	11,446
French Indo-China . . . . .	24,546	9,455	7,974
Straits Settlements and Federated Malay States . . . . .	24,462	6,085	8,055
Siam . . . . .	13,744	5,279	5,305
Japan . . . . .	12,015	4,415	6,468
Macao . . . . .	....	3,771	6,028
United States . . . . .	11,848	3,562	4,739
Kwong Chow-Wan . . . . .	....	3,490	4,407
Canada . . . . .	1,956	476	575
Other countries . . . . .	24,374	13,814	14,511
Total . . . . .	303,091	107,047	127,382

It is regrettable that no statistics are available between the years 1924 and 1930 during which period the Hongkong Government suspended their compilation, and also that those for the year 1930 are for nine months, April to December inclusive. However, by working out the average monthly figures and making allowance for the three months not recorded during 1930, it is found that the 1931 values show a slight increase as compared with those of 1930. These values are in Canadian dollars and are a fair indication of volume since conversion from Hongkong silver dollars into Canadian dollars was made carefully on the basis of average monthly rates of exchange, thus allowing for the fluctuations of silver. Moreover, since commodity prices during 1931 were certainly not higher, but in most cases actually lower than those obtaining during the year 1930, the increase in the value of imports into, and exports from, Hongkong for the year 1931, compared with the year 1930, is indicative of a similar increase in volume. The fact that the records for the past year show slight increases in the total value and volume of Hongkong's trade raises the question as to how this has been possible in the face of what was a year of declining world trade, and the explanation throws an interesting side-light on the economic position of China.

Greatly over-populated, subject during the past year to droughts, floods and resultant famine, taxed to the breaking point in order to pay for intermit-

tent civil warfare and strife, and facing the serious decline in value of her staple exports, South China was able during the year 1931 to transact through Hongkong more business than was done during the year 1930. This seems attributable largely to a simple and very well-known fact about China trade, namely, that China is a price market. Very little manufacturing is done in South China, the three main industries in order of importance being agriculture, fishing and mining. Present world conditions therefore, with business unusually dull, overstocks of manufactured goods accumulating, and drastic reductions in the cost of production of manufactured articles largely as a result of the fall in price of raw materials, have created a situation wherein the countries exporting manufactured goods to China are quoting very low prices, sometimes even below cost. The Chinese, who are most astute in business matters, and, in spite of the handicap of their depreciated silver currency which has been offset to some extent by the abandonment of the gold standard by many countries, have been taking advantage of their opportunity to purchase foreign manufactured goods at extremely low prices. This explains, in part, the increase for last year in the import trade of Hongkong.

There is one other contributory factor which should be mentioned. The demand in China for certain foreign manufactured articles is increasing steadily, and even the present severe business depression has only slightly retarded this movement.

#### CANADA'S SHARE OF IMPORT TRADE

Canada's share of the import trade of Hongkong is very small, but when it is remembered that this is a free port, except for nominal duties levied for revenue purposes upon spirits and tobacco, it is encouraging to observe that imports from the Dominion into Hongkong are increasing slowly in the face of very keen competition.

#### IMPORTS OF LEADING COMMODITIES INTO HONGKONG

Commodity	Apr.-Dec.,	
	1930	1931
Values in 1,000 Canadian Dollars		
Rice (white) . . . . .	11,763	10,723
Sugar (raw) . . . . .	2,473	12,192
Yarn (cotton) . . . . .	12,013	6,921
Rice (broken) . . . . .	1,719	5,574
Wheat flour . . . . .	2,635	3,587
Tin slabs and ingots . . . . .	2,281	4,199
Sugar (refined) . . . . .	7,005	444
Kerosene . . . . .	2,941	3,939
Coal . . . . .	2,033	2,684
Fish and fishery products . . . . .	3,973	2,763
Chinese medicine . . . . .	5,314	4,833
Silk piece goods . . . . .	2,445	2,773
All commodities . . . . .	136,639	173,369

The only commodities calling for special comment are raw sugar, imports of which have greatly increased during the last year compared with 1930, while importations of refined sugar have decreased during 1931, as compared with 1930, to almost the same extent. The changes in these items are almost entirely due to the reopening of the large Taikoo sugar refinery in Hongkong during the last year.

Two other notable increases during the year 1931 are importations of broken rice and wheat flour. The increase in the value and volume of broken rice imported into Hongkong may be regarded as phenomenal and largely the result of famine conditions which obtained in Central and Northern China during the year. The wheat flour situation is dealt with later on in this report.

To illustrate the importance of Hongkong as a distributing centre, not only for South China but also for other parts of the Far East, the following table



showing exports of leading commodities from Hongkong for the years 1930-31 should be compared with the foregoing table of imports.

#### EXPORTS OF LEADING COMMODITIES FROM HONGKONG

Commodity	Apr.-Dec.,	
	1930	1931
	Value in 1,000 Canadian Dollars	
Rice (white) . . . . .	9,676	7,188
Sugar (refined) . . . . .	7,931	5,839
Yarn (cotton) . . . . .	4,187	4,354
Rice (broken) . . . . .	733	5,504
Sugar (raw) . . . . .	1,193	5,425
Fish and fishery products . . . . .	3,194	3,186
Wheat flour . . . . .	3,051	3,313
Tin slabs and ingots . . . . .	2,351	3,627
Kerosene . . . . .	2,153	4,412
Cigarettes . . . . .	1,209	1,341
Chinese medicine . . . . .	3,297	3,595
Rice meal . . . . .	1,430	1,237
All commodities . . . . .	107,047	127,382

A comparison between the volume and value of goods imported into and exported from Hongkong shows that a very small percentage of the trade of this port is for local needs. Over 95 per cent of the goods imported into Hongkong are promptly re-exported.

#### BALANCE OF TRADE

A feature of Canada's trade with Hongkong revealed by the foregoing statistics is the fact that Canada enjoys a favourable balance of trade with this colony and that this favourable balance increased considerably during 1931. The following are the actual figures and balances for the years 1921 to 1924 and 1930 (April to December) and 1931.

#### CANADIAN TRADE WITH HONGKONG

Year	Imports from Canada		Exports to Canada	Balance of Trade
	Values in 1,000 Canadian Dollars			
1921 . . . . .	962	1,173	—	211
1922 . . . . .	1,143	1,321	—	178
1923 . . . . .	1,989	1,567	+	422
1924 . . . . .	3,493	1,956	+	1,537
1930 (Apr.-Dec.) . . . . .	847	476	+	371
1931 . . . . .	1,204	575	+	629

#### DETAILS OF IMPORTS INTO HONGKONG FROM CANADA

The following table shows values in Canadian dollars of most of the items imported into Hongkong from Canada:—

Commodity	Apr.-Dec.,		Commodity	Apr.-Dec.,	
	1930	1931		1930	1931
	\$	\$		\$	\$
Total . . . . .	899,000	1,204,000	Condiments . . . . .	....	279
Cattle . . . . .	....	24,722	Dried milk . . . . .	....	279
Agar agar . . . . .	....	8,229	Confectionery . . . . .	1,038	1,029
Fresh fish . . . . .	....	1,013	Eggs . . . . .	....	354
Fish and fishery products . . . . .	51,720	259,685	Macaroni . . . . .	....	2,802
Flour . . . . .	549,541	621,716	Meat and fish (potted) . . . . .	2,638	1,924
Wheat bran . . . . .	....	4,875	Condensed milk . . . . .	22,618	25,067
Barley . . . . .	....	14,013	Noodles . . . . .	....	54
Grains . . . . .	....	16,732	Oatmeal . . . . .	4,772	20,845
Bacon and ham . . . . .	....	30	Vermicelli . . . . .	....	129
Game and poultry . . . . .	....	1,701	Miscellaneous food-stuffs . . . . .	....	166
Fruit . . . . .	....	3,809	Domestic brushes . . . . .	....	228
Onions . . . . .	....	3,188	Gas fittings . . . . .	....	72
Vegetables (bottled) . . . . .	....	628	Sewing machines . . . . .	....	82
Butter . . . . .	703	3,947	Spirits . . . . .	....	1,516
Cheese . . . . .	4,012	2,687	Agric. machinery . . . . .	....	178

*Details of Imports into Hongkong from Canada—Concluded*

Commodity	Apr.-Dec.,		Commodity	Apr.-Dec.,	
	1930	1931		1930	1931
	\$	\$		\$	\$
Industrial machinery. ....		2,422	Wearing apparel. ..	....	2,390
Machinery. . . . .		1,523	Elec. accessories. . . . .	....	1,896
Nails . . . . .		546	Musical instruments. . . . .	3,405	3,336
Iron and steel tubes. . . . .	3,134	45,722	Sole leather . . . . .	13,778	13,550
Tube fittings. . . . .		360	Upper leather. . . . .	14,568	33,327
Pig lead. . . . .		9,224	Tires . . . . .	....	3,144
Metals. . . . .	9,545	9,647	Toilet requisites. . . . .	....	34
Velveteens, cords, etc. . . . .		752	Trunks and suit cases . . . . .	....	932
Woollen goods. . . . .		101	Lumber. . . . .	56,221	26,495
Paper. . . . .	4,457	4,451	Malt liquors. . . . .	1,648	....
Artificial silk. . . . .		49	Bottles. . . . .	367	....
Wood sleepers. . . . .		149	Barrel staves. . . . .	....	....
Tobacco. . . . .		51	Old newspapers. . . . .	3,693	....
Automobiles. . . . .	6,524	1,196	Stationery. . . . .	17,257	....
Motor accessories. . . . .	529	5,429	Sundries . . . . .	126,842	9,298
Shirts. . . . .		484			

**Notes on Principal Canadian Imports**

*Flour.*—Imports of Canadian flour into Hongkong during 1931 have increased both in volume and value as compared with 1930, the increase in volume being approximately 416,000 piculs (one picul equals 133 $\frac{1}{3}$  pounds), chiefly due to favourable prices quoted by Canadian millers. Greatly increased sales of Australian flour are reported, due to a certain extent to the advantage enjoyed by Australian exporters in the matter of exchange. Although Australian flour has been selling in this market at much lower prices than Canadian, sales of the latter have increased due to the fact that hard wheat flour, with its high gluten content, is indispensable to the Chinese for the manufacture of noodles.

The Canadian flour business in this territory is handled by capable firms who have been in this business and established their brands in some cases as long as forty years ago. Volume depends almost entirely upon local demand, supply of the low-grade flour required, and price.

*Lumber.*—For the greater part of 1931, only small sales of Canadian lumber were made in this territory. The outbreak of the Sino-Japanese hostilities and the consequent boycott of Japanese timber made an opening for Canadian cottonwood logs for making match splints. The difficulty in selling Douglas fir planks, piling, railway sleepers and barrel staves in this territory has been chiefly one of price.

*Leather.*—Sales of Canadian black and coloured patent leather and calfskin have increased considerably. The volume of Canadian sole leather imported into Hongkong and South China has increased, although the value remained about the same. The type of Canadian sole leather selling in this market dropped in value during 1931 from approximately 35 cents (Canadian) per pound to 24 cents (Canadian) per pound.

*Tinned Milk.*—Imports of evaporated milk into Hongkong from Canada continue to increase, and army and navy contracts have been secured.

*Canned Goods.*—Canned salmon and canned lobster from Canada have been selling in this market for many years, but the trade in both of these commodities decreased during 1931. In the case of salmon, the severest competition has been met with from Russian and Alaskan brands, while Canadian lobster has been unable to compete, except for the luxury trade, with local fresh lobsters and Japanese tinned crab meat. Although imports from Canada into Hongkong of tinned fish (excepting sardines, which are increasing) have decreased, canned vegetables, fruits, soups and allied preparations have been successfully introduced.



## TRADE OF BRITISH GUIANA, 1931

WM. FREDERICK BULL, ACTING TRADE COMMISSIONER

[NOTE.—Values are quoted in British Guiana dollars, which are equivalent to 4s. 2d. and are subject to practically the same exchange fluctuations as the pound sterling.]

Port of Spain, June 21, 1932.—The Colony of British Guiana is commercially the second most important unit of this territory, being exceeded only by the island colony of Trinidad and Tobago. Though classified with the British West Indies, British Guiana is part of South America and is the only British colony on the mainland of that continent. It is located on the north-eastern coast of South America between Venezuela, Dutch Guiana and Brazil and lies between parallels 1° to 8° North. It has an area of approximately 90,000 square miles, equal to that of England, Scotland and Wales, and by the last year's census a population of 310,933, made up as follows: East Indians, 130,540; blacks and Africans, 124,203; mixed races, 52,800; Portuguese, 8,612, aboriginal Indians, 8,348; Europeans, 2,127 or 0.6 per cent of the total population.

In 1930 there were 57,244 acres planted in sugar which produced a crop of 127,764 tons, and 60,342 acres under rice (spring and autumn) with an estimated yield of 64,252 tons of padi. Coconuts and coffee are also produced in commercial quantities along the coast where the bulk of the sugar and rice is grown. In the interior there is a forest area of 77,250 square miles and large savannahs providing excellent grazing lands. Gold, diamonds and bauxite are mined and exported, and in addition there are many known mineral deposits which only await improved transportation facilities and capital before they can be developed.

Due to the low purchasing power of more than 90 per cent of the population which has been estimated at less than \$25 per head per annum, the bulk of the imports is made up of cheap materials. The largest single item is cotton manufactures and piece goods, which are largely supplied by the United Kingdom and the United States. Next in importance is flour, the bulk of which is supplied by United Kingdom millers who of late have controlled the market for the cheaper grades of flour such as supers and extras. Canada still supplies the bakers. Other important import commodities are: Fish and dried vegetables (onions and potatoes), machinery, metal manufactures, tobacco, cigars, and cigarettes.

British Guiana depends largely on the production and exportation of sugar and its products, rice, other tropical agricultural products, and diamonds and bauxite. All of these commodities have been greatly affected by world economic conditions with the natural result that this colony has been seriously affected by the depression. The production of sugar and rice in 1931 approximated the average production, but due to the low prices obtained the returns from these two major industries were very disappointing since they directly affect the purchasing power of more than 75 per cent of the population. Due to the distressed world conditions, the production of diamonds was greatly restricted and exports were valued at less than one-sixth of the 1927 value.

### FINANCIAL SITUATION

As is often the case in partially undeveloped countries, expenditures again exceeded revenue in 1931. Total receipts for the year amounted to \$4,401,309 and expenditure to \$5,164,719, resulting in a deficit of \$763,410. The colony received a grant from the Imperial Treasury of \$864,000, and accordingly finished the year with a balance of \$100,590. During the past year a commission appointed by the Secretary of State for the Colonies investigated the financial condition of British Guiana with a view to making the colony self-

supporting. As a result of their recommendations taxes were materially increased and certain economies made in the administration of the Government by abolishing several civil service positions, reducing staffs, etc. A further vote has been provided by the Imperial Government which with the above economies and increased revenue is expected to balance the budget in 1932.

At the beginning of January, 1931, the colony's funded debt amounted to \$22,403,846. Of this amount \$4,329,465 is collectable, as it was incurred to provide a water supply and sewerage system for the city of Georgetown, and a drainage system for one of the coastal areas. Accordingly, when the redemptions which were made in the past year and the above collectable sum are deducted, the total funded debt of the colony is only \$17,904,901, against which a sinking fund of \$2,719,985 is carried.

#### TOTAL TRADE AND SHIPPING

British Guiana, although off the direct steamship lanes, is well served by eleven steamship lines which provide regular sailings to the principal European, Eastern Canadian and United States ports. In 1931 there was a decrease in the number but an increase in the tonnage of the vessels entered and cleared from the four ports of the colony. In all, 2,362 ships with a tonnage of 1,523,930 entered and cleared from this colony. Direct service from Montreal, Halifax and St. John is provided by the Canadian National Steamships and the Ocean Dominion Line. Goods from Vancouver are for the most part transhipped at Trinidad.

The total trade of British Guiana was valued at \$16,544,363, or \$2,598,844 less than the previous year. Imports fell by \$1,695,008 to \$7,275,564, and exports fell by \$903,836 to \$9,268,799. Only three imported commodities registered increases during the year. Silk and artificial silk manufactures—due to the low price of rayons which now compete with cotton goods; crude petroleum—due to the installation of new bauxite machinery in which oil is used instead of coal; and motor spirit—due to the increased use of buses on the public highways.

#### IMPORTS

The principal decreases were in the value of the importations of flour, cottons, machinery and manufactures of metal. For the most part these decreases are due to the shrunken value of the products imported and not to a fall in the volume of the imports. For instance, the total value of the flour imported in 1931 was \$474,245 less than the average for the preceding five years, while the quantity imported was only 2,097 bags less than the average. In the case of cottons, imports increased by 147,322 yards greater than the preceding five years' average and the value was \$376,461 less.

The United Kingdom has for many years been the chief source of supply for the colony's imports, and of late has been increasing her share of this trade at the expense of exports from Canada and the United States. In 1931 this country supplied 59 per cent of the total imports of British Guiana, an increase of 2 per cent over 1930, due almost entirely to increased shipments of flour.

Canada's share has been falling from a high of 23 per cent in the statistical year 1925-26 to 14 per cent in 1931. During the same period, United States exports have fallen from 15 per cent of the total to 11 per cent. Exports from Canada and the United Kingdom are both subject to the British preferential tariff and the benefits of the Canada-West Indies Trade Agreement.

#### EXPORTS

The 1931 exports of sugar, which totalled 119,346 tons, was the largest quantity exported in any one year since the statistical year 1903-4 when 125,949



tons were exported. However, due to lower prices the value of last year's sugar exports (\$5,325,755) was much below the average. The rice industry is making progress; the volume exported last year was the greatest on record, although the value (\$1,060,339) was slightly below the value of the best previous years. A record quantity of molasses was exported in 1931, and its value (\$369,333) exceeded the value of any two preceding years. Due to the premium on gold during the latter part of 1931, 5,751 ounces of gold jewelry were melted down and exported; this sum added to the 10,768 ounces of new gold produced raised the volume and the value of the total gold exported to a new level. The lack of transportation in the interior restricts the production of gold, and until this part of the country is properly opened up there will be no great increase in production.

This country was at one time a large producer of diamonds, but owing to the condition of the world's diamond markets, production and exportation have steadily fallen. In 1931, 65,550 carats valued at \$535,603 were exported, which is less than half of the exports of 1930. Bauxite exports (626,308 tons) valued at \$125,095 exceeded the quantity and value exported in 1930, but were below the average of the previous years.

#### TRADE WITH CANADA

Since Canada imported 67 per cent of all the sugar produced in British Guiana in 1931, and since sugar accounts for more than 60 per cent of the total exports, Canada continued to be the best customer of this colony, and took 43 per cent of all exports with the exception of gold and diamonds or 39 per cent of the total exports. The United Kingdom was the next best customer, taking 30 and 32 per cent respectively. The British West Indies took 12 per cent, made up largely of rice and timber products, and the United States 10 per cent. It will be noted that although Canada took 43 per cent of the exports from British Guiana in 1931, she only supplied 14 per cent of the imports, while the United Kingdom took 30 per cent and supplied 59 per cent. The situation is brought about by the fact that the products imported into British Guiana are largely low-priced commodities which for the most part are not produced in Canada at competitive prices. Cotton piece goods and cotton manufactures made up the largest item of this trade in 1931, and had a total value of \$803,343, of which the United Kingdom supplied to the value of \$585,013 and Canada to the value of only \$2,441. The United Kingdom also supplied 86 per cent of all the metal manufactures imported and 70 per cent of all the machinery. These two related items amounted to \$583,522 in 1931, of which the United Kingdom supplied goods valued at \$429,637 and Canada \$14,688. The United Kingdom also supplied 100 per cent of the spirits imported, 98 per cent of the beer, ale, etc., 99 per cent of the cigars, cigarettes and packaged tobacco, 65 per cent of the cement, 81 per cent of the common soap, and 50 per cent of the silk manufactures. From the above it will be seen that Canadian manufacturers have not been able to make the same headway in this market as in other parts of this territory. This can only be explained by the low purchasing power of the people and the small white population which definitely limits the market for quality merchandise of any kind. In most of these colonies Canada supplies the bulk of the fish and flour imported, but in British Guiana, due to the large use of the cheaper grades of flour, imports from the United Kingdom have increased from 19 bags in 1927 to 87,369 bags of 198 pounds in 1931 or 52 per cent of the total. During this same period Canada's share fell from 99 per cent to 46 per cent. With improved economic conditions and a more normal currency situation, this business should again revert to Canada. Canada's share of the dried fish market has been steadily falling since 1920, when 81 per cent of

the total importation was credited to the Dominion; in the past year the United Kingdom obtained 85 per cent of this trade and Canada 15 per cent. This is again due to depressed conditions: the people are obliged to eat cheaper fish than Canadian dried codfish, which is considered a luxury in the majority of homes in this colony.

### Imports of Interest to Canada

The following statistics list all the important articles and commodities imported into British Guiana of interest to Canadian exporters. In each case the total importation is given first for 1931, then in brackets for 1930, followed by the value of the quantity imported from Canada and from the chief competitors for 1931. (The abbreviations U.K. for the United Kingdom and U.S. for the United States are used throughout.)

*Apparel.*—Total \$114,393 (\$137,134): Canada, \$5,598; U.K., \$59,553; U.S., \$25,046; Japan, \$16,771.

*Beer, Ale, Stout and Porter (in bottles).*—Total \$146,253 (\$178,770): U.K., \$142,650.

*Blacking and Polishes.*—Total \$18,281 (\$20,121): Canada, \$257; U.K., \$9,768; U.S., \$8,232.

*Boots and Shoes.*—Total \$192,295 (\$249,120): Canada, \$24,195; U.K., \$131,816; Japan, \$25,391; Straits Settlements, \$7,494.

*Butter.*—Total \$85,970 (\$120,543): Canada, \$10,780; U.K., \$43,762; France, \$26,930.

*Motor Cars, Lorries and Vans.*—Total \$89,154 (\$187,531): Canada, \$33,191; U.K., \$47,417; U.S., \$8,171. *Parts*—Total, \$28,072 (\$30,016): Canada, \$2,716; U.S., \$17,524; U.K., \$7,674.

*Oil Cakes and Oilmeal (including cotton seed meal).*—Total \$11,579 (\$15,118): Canada, \$7,865; U.S., \$3,529.

*Cement.*—Total \$77,975 (\$47,465): Canada, \$14,988; U.K., \$52,633.

*Cheese.*—Total \$28,094 (\$35,507): Canada, \$9,554; U.K., \$15,726.

*Cocoa:* prepared, otherwise than as confectionery.—Total \$18,250 (\$18,108): Canada, \$118; U.K., \$18,166.

*Confectionery.*—Total \$23,016 (\$29,575): Canada, \$1,771; U.K., \$20,736.

*Cordage.*—Total \$21,308 (\$25,904): Canada, \$1,016; U.K., \$20,292.

*Twine.*—Total \$21,606 (\$30,837): Canada, \$2,767; U.K., \$16,810.

*Cotton Piece Goods.*—Total \$675,246 (\$878,396): Canada, \$754; U.K., \$518,733; U.S., \$146,761.

*Cotton Manufactures: other kinds.*—Total \$114,426 (\$125,072): Canada, \$1,685; U.K., \$62,972; B.W.I., \$41,391.

*Electrical Apparatus.*—Total \$33,576 (\$54,541): Canada, \$389; U.S., \$24,260; U.K., \$7,181.

*Fish of all kinds:*

*Canned or preserved in jars or bottles.*—Total \$35,894 (\$56,441): Canada, \$21,475; U.S., \$8,689; U.K., \$4,720

*Mackerel and salmon pickled.*—Total \$24,601 (\$38,375): Canada, \$24,543; U.K., \$58.

*Smoked or dried.*—Total \$181,196 (\$238,081): Canada, \$36,226; U.K., \$139,404.

*Oats.*—Total \$59,158 (\$70,039): Canada, \$34,886; U.K., \$22,870.

*Flour:* (Wheaten).—Total \$722,071 (\$949,704): Canada, \$351,858; U.K., \$356,279; U.S., \$13,934.

*Cornmeal.*—Total \$9,210 (\$11,147): Canada, \$4,258; U.S., \$4,331.

*Beans, Peas and Lentils.*—Total \$80,342 (\$99,565): Canada, \$23; U.K., \$76,464.

*Haberdashery and Millinery.*—Total \$43,654 (\$49,221): Canada, \$802; U.K., \$29,522; Germany, \$6,142.

*Hardware:* cash registers, casket hardware, house, office, cabinet or store furniture.—Total \$37,906 (\$62,749): Canada, \$5,756; U.K., \$25,043; U.S., \$5,990. *Other kinds*—Total \$67,643 (\$68,869): Canada, \$2,001; U.K., \$38,105; Germany, \$15,345; U.S., \$9,725.

*Hats, Caps and Other Headgear.*—Total \$83,927 (\$96,609): Canada, \$23; U.K., \$65,416; Italy, \$15,606.

*Implements and Tools:* agricultural.—Total \$18,164 (\$18,875): Canada, \$350; U.K., \$14,379; U.S., \$3,091. *Other kinds.*—Total \$41,185 (\$57,065): Canada, \$2,578; U.K., \$25,698; U.S., \$10,036.



*All India-rubber and Gutta Percha Manufactures.*—Total \$41,674 (\$51,597): Canada, \$21,998; U.K., \$10,454.

*Lard and Lard Substitutes.*—Total \$35,312 (\$40,143): Canada, \$5,687; U.K., \$27,243.

*Manures.*—Total \$365,551 (\$405,621): Canada, \$12,603; U.K., \$250,924.

*Meats:* beef and pork, salted and pickled.—Total \$140,043 (\$228,283): Canada, \$32,584; U.K., \$58,623; U.S., \$45,983. Other kinds (including bacon, hams and tongues).—Total \$30,607 (\$41,161): Canada, \$968; U.S., \$21,929; U.K., \$7,558.

*Medicines and Drugs:* patent and proprietary.—Total \$109,295 (\$132,038): Canada, \$10,970; U.K., \$62,558; U.S., \$27,897.

*Iron and Steel Manufactures:*

Rivets, clinches, wire (woven wire fencing and gates).—Total \$11,779 (\$16,261): Canada, \$2,467; U.K., \$4,989.

Nails and spikes, other than horseshoe nails.—Total \$14,820 (\$18,610): Canada, \$4,715; U.K., \$5,673.

Bolts, nuts, washers and chains.—Total \$8,163 (\$8,618): Canada, \$582; U.K., \$7,573.

Galvanized in bars, rods, sheets or corrugated.—Total \$56,289 (\$65,885): U.K., \$56,289.

*Milk, condensed.*—Total \$72,431 (\$91,145): Canada, \$40,667; U.K., \$23,526.

*Oils, edible.*—Total \$115,047 (\$268,871): U.K., \$110,454. Illuminating.—Total \$84,498 (\$95,218): Canada, \$27,656; B.W.I., \$39,450; U.S., \$17,392.

*Paints, including Colours and Pigments.*—Total \$45,091 (\$50,325): Canada, \$3,018; U.K., \$39,139.

*Paper Manufactures*—Total \$112,123 (\$138,569): Canada, \$13,121; U.K., \$54,415; Holland, \$22,359.

*Perfumery, except fancy soap.*—Total \$34,279 (\$32,807): Canada, \$1,417; U.K., \$14,614; U.S., \$14,596.

*Silk Manufactures.*—Total \$225,116 (\$210,114): Canada, \$12,862; U.K., \$126,044; U.S., \$21,110.

*Soap, Common.*—Total \$117,702 (\$129,709): Canada, \$64; U.K., \$99,938; U.S., \$17,298.

*Stationery, other than paper.*—Total \$36,834 (\$40,801): Canada, \$4,869; U.K., \$28,330.

*Tea.*—Total \$36,862 (\$36,306): Canada, \$18,342; U.K., \$15,594.

*Vegetables:* Fresh potatoes.—Total \$126,608 (\$140,604): Canada, \$90,963; B.W.I., \$16,275. Onions.—Total \$42,972 (\$47,386): Canada, \$834; Portuguese Possessions, \$19,298; Holland, \$15,970.

*Wood and Timber:*

Unmanufactured—Lumber, pitch pine, undressed.—Total \$16,059 (\$23,424): U.S., \$16,059. Dressed.—Total \$6,830 (\$7,715): U.S., \$6,830.

Douglas fir, undressed.—Total \$431 (\$1,057): Canada, \$431. Dressed.—Total \$218: Canada, \$218.

Lumber other than pitch pine and Douglas fir, undressed.—Total \$45,263 (\$63,148): Canada, \$45,234. Dressed.—Total \$8,900 (\$6,296): Canada, \$8,900.

Manufactured—Coffins, caskets, doors, sashes, blinds, house, office, cabinet or store furniture.—Total \$9,949 (\$13,135): Canada, \$4,002; U.K., \$1,713; Germany, \$1,664.

Other kinds.—Total \$65,239 (\$75,271): Canada, \$40,184; U.S., \$23,823.

*Wool, manufactured, other than yarns.*—Total \$115,274 (\$109,279): Canada, \$66; U.K., \$111,329.

During the past year Canadian exports of cheese were further reduced due to increased competition from New Zealand. This cheese is re-exported from England and compares favourably with Canadian cheese in quality and price. Imports of canvas shoes with rubber soles from Japan and the Straits Settlements have been steadily increasing at the expense of Canadian, which fell from a value of \$70,948 in 1930 to \$24,198 in 1931, while imports from Japan increased from \$5,081 to \$25,391. The Straits Settlements entered the market last year with 1,485 dozen pairs of shoes valued at \$7,494. Japanese shoes have recently been offered wholesale for as low as 7 shillings per dozen c.i.f., and at retail for 36 to 48 cents.

Imports of motor cars from Canada fell from a value of \$105,238 in 1930 to \$33,191 in the past year, while imports from the United Kingdom fell from \$67,039 to \$47,417. During the last quarter of 1931 Canadian and United States cars were off the market due to the exchange situation. Canadian imports of oats, potatoes and onions showed a market increase last year.

## SALT INDUSTRY IN TURKS AND CAICOS ISLANDS

F. W. FRASER, CANADIAN TRADE COMMISSIONER

Kingston, Jamaica, June 30, 1932.—One of the most interesting industries in the West Indies, and possibly one about which the least is generally known, is the salt industry of the Turks and Caicos Islands.

These islands are situated about 450 miles northeast of Jamaica, and are a dependency of that colony. The salt industry was established in Turks and Caicos Islands in the year 1678 by a party of Bermudians, and has been carried on ever since.

Turks Island salt is produced from the waters of the Atlantic surrounding the islands by solar evaporation, and has the reputation of being the purest product of its kind made in any part of the world. A recent analysis by the Imperial Institute, London, showed over 99 per cent pure sodium chloride.

Large areas of the interior of these islands lie below the level of the sea, and canals have been dug through the ridge of higher land along the coast, allowing the sea water to flow on to the salt-producing areas, which are termed "salinas." These "salinas" are divided into compartments called "reservoirs" and "ponds." The sea water is first received in a reservoir, which may be 50 to 100 acres in extent, and registers at this stage 10° by the salometer. Here it remains about a fortnight, or until it registers 30°. It is then passed to a set of ponds or "pans," where it remains until it reaches 90° to 100°, when it is called brine, and is then ready to begin crystallization. It is next passed to a set of ponds called "making pans," the hollows of which are kept clean and free from any deposit which would lend any impurity to the salt. Here, subjected to a hot tropical sun and strong trade winds, the crystallization proceeds rapidly, and the salt crystals are deposited in the bottom of the pan, thickening each day until after 20 to 30 days a "cake" of salt is obtained, ranging from one to three inches in thickness. This cake is then broken up and removed to the salt deposits adjacent to the shipping places.

Turks Island salt is produced in three grades, viz., coarse salt, fishery salt and three-quarter ground salt.

Coarse salt represents the crystals as they are deposited on the bottoms of the pans. This averages from 70 to 75 pounds to the bushel. Roughly speaking, 30 bushels are said to make a ton.

Fishery salt weighs 85 to 90 pounds to the bushel, and is produced from the coarse salt by a crushing process.

Three-quarter ground salt is finer than the fishery salt, but not as fine as table salt. This weighs 95 pounds to 100 pounds to the bushel. This product has only lately been placed on the market. It is more difficult to produce than the fishery salt and commands a higher price.

Salt is shipped chiefly in bulk, but is occasionally supplied in bags. The price of coarse salt in bulk averages around 8 cents per bushel, f.o.b., and the fishery 10 cents. Three-quarter ground salt is quoted around 12 cents per bushel, bags additional.

### PRODUCTION AND EXPORT

The value of the exports of salt from the Turks and Caicos Islands in 1930 was £22,275 (£35,675 in 1929), and the quantity was 1,163,152 bushels (1,719,353 bushels in 1929). The principal countries of destination in 1930 were Canada (596,976 bushels), the United States (386,775 bushels), Puerto Rico (84,538 bushels), and Newfoundland (45,795 bushels). In 1923 exports to the United States totalled 957,526 bushels, and to Canada 561,213 bushels.



## HIDES AND LEATHER INDUSTRY AND MARKETS OF INDIA

R. T. YOUNG, CANADIAN TRADE COMMISSIONER

### II. Import Trade

#### DEMAND FOR SHOES AND SOLE LEATHER

Calcutta, June 1, 1932.—Only from 3 to 4 per cent of the 350,000,000 inhabitants of India wear shoes. The shoes, sandals and slippers that are worn are of a type peculiar to the country, manufactured from locally made leather, suitable to the needs of the wearer, and sold at a price which no Western manufacturer could ever hope to meet.

It is only among the European population, and among Anglo-Indians and certain classes of the native population who have adopted in whole or part European standards, that there is any demand for imported shoes. These classes demand Western style footwear and are catered for by a few European merchants dealing in this class of merchandise, together with a number of bazaar dealers in the different cities. Imports are from many European sources, and also from the United States, and they are largely of a cheap class. There is also an importation of English tanned sole leather brought in by a few of the European merchants cut to size and shape, but this trade is relatively small.

In addition, European-style shoes may be had made to order by Chinese shoemakers, who control more than 95 per cent of this trade in India. These shoes are made principally from Indian processed sole and upper leathers, and in some instances from imported upper and patent leathers. An excellent pair of shoes may be had from one of these makers—all hand-made with of course the exception that the stitching is done on a manual sewing machine—for \$8 and even less. It is from this latter class of manufacturer that the demand for imported leather comes—principally upper, patent and fancy leathers.

Importations of boots and shoes of leather during the last three fiscal years (ending March 31) from British possessions were 176,180 pairs (Rs.979,839) in 1931 as compared with 320,447 pairs (Rs.1,688,406) in 1930, and 382,891 pairs (Rs.2,080,383) in 1929. The United Kingdom was the principal source of supply, furnishing in 1931 172,904 pairs (Rs.969,935), in 1930 313,250 pairs (Rs.1,670,135), and in 1929 373,071 pairs (Rs.2,045,561). In 1930 Canada was credited with 2,500 pairs (Rs.4144). Other Empire suppliers were the Straits Settlements, Ceylon and Hongkong—Eastern or native-style footwear.

Importations from foreign sources of supply in 1931 totalled 97,460 pairs (Rs.315,064), in 1930 105,950 pairs (Rs.451,631), and in 1929 97,243 pairs (Rs.472,696). The principal sources of supply were Czechoslovakia, the United States, Italy, Germany, France, Austria and Switzerland.

It is not necessary to import sole leather to any extent for repair purposes as the indigenous product more than takes care of domestic requirements. Sole leather is not, nor is any other particular type of leather specifically mentioned in the Government trade returns, but glancing at the importations of hides, tanned or dressed, in which category they are included, it is noted that imports from Empire sources of supply were valued at Rs.115,846 in 1931 as against Rs.281,787 and Rs.346,974 in 1930 and 1929 respectively. These were from the United Kingdom, Ceylon, Straits Settlements, Australia and Aden in the order named. Imports from foreign countries were valued at Rs.143,120 in 1931, Rs.56,111 in 1930, and Rs.41,573 in 1929, the United States being credited with approximately 75 per cent of the trade. Other sources of supply were Germany, France, Netherlands and Czechoslovakia.

Turning to import figures of tanned or dressed hides and skins—under which category is presumably included patent leather and calf skins, as well as

those of goats, sheep, other animals and reptiles—it is noted that in 1931 total imports were valued at Rs.522,509, of which the British Empire is credited with Rs.115,742 as against Rs.406,767 from foreign countries, while in 1930 and 1929 the figures were respectively Rs.731,240 (Empire Rs.218,011, others Rs.513,229) and Rs.507,208 (Empire Rs.176,915, others Rs.330,293). The United Kingdom is almost the sole Empire source of supply, and the United States is the principal foreign contributor, Germany and the Netherlands also competing.

#### UPPER LEATHER

It is estimated that of the various types of tanned or dressed hides and skins imported, about 50 per cent is patent leather and the balance calf and other skins.

Black patent leather is in greatest demand with small lots of the more sombre-coloured, while for calf skins the preference is towards tans and browns of various shades. Fourth or "D" grade patent leather is the best seller in light—"DL"—and medium light—"DLM"—weights. There is also a demand for the next lower grade in the different weights. All patent leather must have a shining, lustrous surface free from wrinkles, and must not crack when crushed. The surface must not be sticky or likely to become so in the hot, humid climate of India. A "crackle" finished patent leather has recently been introduced to this market by a United States manufacturer which in all respects other than the appearance of the finish is similar to the smooth or plain-surfaced leather. Sides should not be larger than 18 square feet nor less than 14 square feet. Each side should be indelibly stamped with the manufacturer's name, trade-mark, country of origin, quality and measurements. To mark the quality and size on the back of the side in chalk is not acceptable to buyers in this country, as this method of marking leaves opportunities for sharp practices among dealers, so that buyers are always sceptical of sides so marked, and will prefer to purchase from those who deal in sides that are stamped by the manufacturer with quality and size.

The demand for patent leather as well as calf upper leather comes from not only the better class shoemakers but from the trade generally making all types of shoes and sandals, and for patent leather it is to some extent seasonal—from September to February—during which period one of the great Indian festivals occurs.

Calf upper leather is in demand in all shades, and in third and fourth grades principally. Thick quality, but at the same time soft and flexible sides are preferred. There is no particular season of demand for this type of leather. Each piece should measure from 10 to 14 square feet, and should be stamped with the number of feet on back of side.

There is a small but increasing demand for fancy leathers—that is, leather suitable for ladies' evening slippers, stamped in fancy designs in gold and silver.

Goatskins used for glacé kid are imported mainly from Germany at prices ranging from 19½ to 23 cents per square foot, and large quantities are also processed in the country and sell at from 11 to 22 cents per foot for brown, and from 12 to 18 cents for black. Sheepskins used for lining are made in India, and sell for from 24 to 45 cents per pound. Only the lower grades are used within the country, the better qualities being exported.

#### PACKING FOR EXPORT

The packing of patent leather and calfskin for export deserves the most serious consideration of Canadian producers and exporters who desire to establish themselves firmly in India. Patent leather should be packed so that the



finished surface of each side is protected by a sheet of cotton wool of sufficient thickness that it will prevent the surface from becoming dulled, scratched or adhering. Some manufacturers place two sides face to face separated by a sheet of cotton wool, but the experience of many Indian importers has been that this method is unsatisfactory in that the protective cotton becomes broken, the surfaces come in contact, and in the humid climates and high temperatures through which the shipment has to pass before reaching an Indian port the leather is spoiled. Each side should be rolled face in, in a sheet of strong wrapping paper sufficiently large to allow the ends of the paper to be turned in without bending the edges of the side of leather. It is advisable that the wrapping paper be imprinted with the trade-mark, name and address of the maker—a matter of importance in these markets. In the case of calf skins the importer expects each piece to have the soft, shaggy ends trimmed off; six to twelve skins rolled to a bundle in strong wrapping paper as in the case of patent leather; enclosed with each bundle a packing slip showing the number of skins in the parcel, the grade, colour and size of each which in turn has been indelibly stamped on the back of the skins.

Outer shipping cases must be made of extra strong first-grade wood to withstand the rough handling to which they are subjected in transit. It is quite probable that transshipment will be necessary en route. After arrival at an Indian port the real test begins. Coolies employed in handling cargoes on the docks and in warehouses carry everything from a small 20-pound case to a grand piano on their heads—it may require more than one coolie, but the head is the carrier, and when the destination has been reached, unless the work is being done under the direct supervision of a European, the burden is dumped to the ground—possibly a concrete floor—regardless of contents. Such warnings as "Handle with Care," "Fragile," "This Side Up," printed on the case are meaningless to them, hence the necessity to provide strong wirebound cases, and preferably iron-banded about the ends.

#### REPRESENTATION AND BUSINESS METHODS

The introduction of Canadian leathers to the Indian market demands that the Canadian exporter adopt methods similar to those of his established competitors. This means that it is necessary to be represented by a reliable agent well acquainted with importers and buyers, one who thoroughly knows the trade, including the bazaars, and is in a position to gauge the financial position and business integrity of prospective buyers so that the interests of his principal will be fully protected.

Prices should be quoted in Canadian dollars or in pounds sterling c.i.f. main Indian ports, per pound for sole leather, per square foot for patent and calf leathers. Agency commissions may be mutually arranged, but it should be explicitly stated whether such is included in the prices quoted, so that the agent may in turn quote correct prices to the buyer. Commissions are never less than 7½ per cent and they reach as high as 10 per cent.

Terms of payment are from 30 to 90 days, documents on payment, or documents on acceptance, the latter terms being granted only to buyers of established reputation. It is not possible to do business in this class of merchandise in these markets on a letter of credit basis.

Special attention should be paid to the filling of orders to ensure that all instructions on the indent—although they may seem to be without reason and of an extraordinary nature to the exporter—are complied with, as the Indian importer is inclined to refuse goods which do not fully comply with his original specifications even though the substitution be in his favour.

The duty on the class of leather referred to in this report is 25 per cent ad valorem. Invoices are required to be signed on their face by the exporter,

and the agent should be furnished with a copy, together with advice of shipment. Care should be taken to ensure the receipt of the invoices, bills of lading and other documents a reasonable time before the arrival of the goods.

Statistics covering the importations of all kinds of leathers into India are on file at the Department of Trade and Commerce, Ottawa. In addition, samples of patent and calf leathers similar to that supplied to this market, together with latest price information which it has been possible to procure, are on file and may be consulted on application. (Refer to file No. 16179.)

Canadian tanners desirous of doing business in India on the terms referred to in this report are advised to send samples and prices to the Canadian Trade Commissioner, P.O. Box 2003, Calcutta, India.

## BIRKENHEAD TRADE IN LIVE CATTLE

H. R. POUSSETTE, CANADIAN TRADE COMMISSIONER

Liverpool, June 27, 1932.—Since the beginning of March 6,728 head of Canadian cattle and 16,462 of Irish have been landed at Birkenhead. The maximum price so far obtained for Canadian cattle of average weight is 9 $\frac{3}{8}$ d. per pound in sink, and the minimum 8 $\frac{1}{4}$ d., the average maximum price throughout the season being 9d. and the minimum 8 $\frac{1}{2}$ d. What is known as "baby" beef has sold as high as 9 $\frac{1}{2}$ d. a pound, while extra heavy cattle have sold as low as 7 $\frac{1}{2}$ d.

The most suitable weight for Canadian cattle would seem to be from 900 to 1,100 pounds live weight, dressing at from 500 to 600 pounds, the ratio between the dressed weight and the live being 56 pounds or 57 pounds to 100 pounds. Heavy cattle fetch lower prices than the medium weights. While this difference may be made up to some extent by the greater weight of dressed meat obtained, it is doubtful if it is economically advantageous to ship heavy animals as compared with those of average size. The same remark applies to "baby" beef. While "baby" beef fetches  $\frac{3}{4}$ d. a pound more than the average weights, buyers here appear to think that it is not economical to ship heifers, since the overhead expenses are the same for a small as for a beast of average size. The demand is for cattle that will provide small or comparatively small joints to suit the average household. The restaurants, which require large joints, usually purchase chilled beef.

### SEASON FOR SHIPPING

The most favourable season for Canadian cattle to arrive is between the beginning of March—or even February if they could be shipped in that month—and the end of June. By July, Irish cattle are beginning to arrive in large numbers, thus tending to overstock the market. While the Birkenhead market could have absorbed more Canadian cattle than have arrived this season so far, it would not be wise to increase the number from now on, unless shippers are content to accept a somewhat lower price. Proof of this is seen in the lower prices obtained for cattle arriving on the week ending the 18th inst. Around that date the ss. *Salacia* landed 500 and the ss. *Manchester Brigade* 488, 413 of which are still standing. Those sold realized from 8d. to 8 $\frac{1}{2}$ d. per pound in sink, showing a reduction as compared with the previous week, when the price reached 8 $\frac{1}{2}$ d. to 8 $\frac{3}{4}$ d. per pound. In the shipment of the week ending June 18 referred to, "baby" beef sold up to 9d. per pound in sink against 9 $\frac{1}{2}$ d. in the previous week.

During the present season, the average maximum and minimum prices for Irish cattle have been 9d. and 8 $\frac{1}{4}$ d., the highest price obtained being 9 $\frac{1}{2}$ d. and the lowest 7 $\frac{1}{2}$ d. per pound in sink. During the week in which the cattle from



the ss. *Salacia* and the ss. *Manchester Brigade* arrived, there were landed at Birkenhead 1,015 head of Irish cattle, an increase of 350 over the previous week. Prices obtained were from 7½d. to 8½d. per pound in sink, which on the average is not much less than the prices obtained for Canadian cattle.

As is well known, large quantities of chilled beef from Argentina are sold in the British market. Ordinarily speaking, this does not apparently exert much influence on the prices of live cattle in the Birkenhead market, except when chilled beef arrives in abnormal quantities.

Birkenhead is the principal cattle market in England.

#### FAT CATTLE

All cattle should be shipped as stores, except breeding animals, which are prohibited to be shipped as stores. By shipping as store cattle they are allowed to travel on arrival here. If shipped as fat cattle, they have to be slaughtered within ten days of arrival. The breed of cattle best liked is the polled Angus.

### MARKET FOR DRINKING STRAWS IN THE UNITED KINGDOM

G. A. NEWMAN, ASSISTANT TRADE COMMISSIONER

London, June 25, 1932.—For many years the market for drinking straws in the United Kingdom was limited to the sale of natural straws imported from continental countries such as France, Italy, Germany, and Holland. These straws, though cheap, were frequently dusty and unsterilized. About two years ago these undesirable features were to a great extent eliminated, probably in response to the keen competition afforded by the development of high-grade artificial straws imported from the United States. Now the trade appears to be equally divided between the natural and the artificial product, with the majority of the trade favouring artificial straws providing they can be obtained at a price that is not too high above that of the natural straws. No estimate of the imports can be obtained as statistics for drinking straws are not compiled under any separate heading.

No doubt the trend in favour of the artificial straws has been to some extent arrested in recent months due to the fact that the difference in exchange between the United States and Great Britain has increased prices about 33½ per cent, and in addition to this a further rise in prices due to the placing of a 20 per cent duty on paper products, while natural straws were subjected to a duty of only 10 per cent. One well-known London firm of importers state that prior to last year they were importing artificial straws from the United States at about 1s. per 1,000 and that now the price would be about 1s. 10d. per 1,000.

The increased price of the United States product has encouraged home production, and it is understood that there is now at least one plant in operation in the South of England supplying artificial straws at prices below those of the best natural straws, which range from 1s. 6d. up to 2s. per 1,000. The English product, however, is regarded as inferior to the better-known United States brands. For a time straws from Australia were being offered at 1s. 6d. per 1,000, but it is understood they are no longer coming forward. Generally speaking therefore Canadian manufacturers, who have an advantage over the United States both in respect to exchange and freedom from duty, should be in a position to meet the competition of the home artificial product and of imported natural straws. Artificial straws are usually imported in boxes of 500 with 500 or more boxes to the case.

There appears to be no established method of marketing drinking straws, and agents if appointed sell both to wholesalers and retailers. Members of the

trade report that the market appears to be an expanding one. Individually wrapped straws are now available in many of the leading restaurants and soda fountains; straws in small packages of 10, 20, and 50 are being sold in the drug stores and general stores; and there is a general demand among hotels and dairies. The last named frequently supply London schools with both milk and straws.

A confidential list of the important London distributors is available at the Department of Trade and Commerce for the inspection of interested Canadian firms. (Quote File No. 23835.)

## NETHERLANDS FISH MEAL MARKET

J. C. MACGILLIVRAY, CANADIAN TRADE COMMISSIONER

[NOTE.—1 metric ton equals 2,205 pounds, 1 kilogram equals 2.2 pounds, 1 florin equals \$0.402 at par. Conversions into dollars are made at par.]

Rotterdam, June 27, 1932.—In sympathy with the prevailing low prices for hogs and hog products, the imports of fish meal into the Netherlands have registered a decline in both volume and value during the first five months of 1932, when compared with the corresponding period of the previous year. Imports from Canada have contracted in common with those from all other countries, although the heaviest drop was in the quantity coming from the United States. The average price of all imports in the two periods was \$69.10 per metric ton in 1931 and \$45.40 per metric ton in 1932. Taking the year 1931 as a whole, Dutch imports of fish meal reached a high level of 25,877 metric tons with a value of \$1,602,400.

Particulars of imports during 1931 and for the January-to-May period of 1932 are as follows:—

Country of Origin	1931		January-May, 1932	
	M. Tons	\$	M. Tons	\$
Germany . . . . .	1,265	72,400	203	9,600
United Kingdom . . . . .	7,312	473,200	3,020	148,000
Norway . . . . .	7,032	430,000	2,000	81,600
Sweden . . . . .	646	43,600	294	13,600
Japan . . . . .	2,280	129,600	.....	.....
United States . . . . .	1,971	136,000	490	22,000
Canada . . . . .	4,579	273,200	1,364	60,800
Total . . . . .	25,877	1,602,400	7,454	338,400

As regards the most recent period, the quantity of fish meal entering the country from month to month has remained constant and has shown only slight fluctuations. From Canada the arrivals were heaviest in February and accounted for more than half of the total. There have been no recent direct importations of Russian fish meal, which during 1931 and 1930 was coming to Holland in small quantities. Taking into consideration the comparatively low prices obtaining for good quality British and Norwegian meal, buyers do not find that it pays to import the poorer-quality material from that country and from Japan. The imports from this last-named source since the beginning of the year have also been negligible.

Stocks of fish meal held in Holland at the present time are below normal, with buyers doing business on a hand-to-mouth basis. Pending legislation to bonus the hog-raising industry has already had the effect of stiffening pork prices, although this has not yet worked through to the feedstuffs markets.

Whitefish meal produced in the Netherlands is being offered at 10.50 fl. (\$4.20 gold) per 100 kilos (220 pounds) c.i.f. Rotterdam. This comes from a factory in Ymuiden, which is the largest producer in the country. This particular manufacturer is said to have stocks on hand aggregating 400 metric tons.



Reports from Norway indicate a plentiful supply of fresh herring meal in that country which is quoted at from \$32 to \$33 per long ton c.i.f. Rotterdam for July-September shipment. Norwegian cod meal which, however, is not used extensively in Holland, is from \$38 to \$39.

British whitefish meal is obtainable at from £10 10s. to £12 c.i.f., depending on the quality and the seller.

The prices of meat and bone meal are also exceptionally low at the present moment, which is diverting a certain amount of fish meal business to this competing product. Meat and bone meal with a minimum of 40 per cent protein is obtainable at \$18 c.i.f. Meat meal with 60 per cent protein comes at \$24, while with 75 per cent quotations are advanced to from \$30 to \$31.

## CONDITIONS IN BELGIUM IN 1931

HENRI TURCOT, CANADIAN TRADE COMMISSIONER

### I

#### GENERAL SITUATION

Brussels, June 26, 1932.—After having successfully striven against the world-wide depression during the last months of 1929 and in 1930, Belgium suffered severely from its effects in the course of 1931: unemployment increased, salaries were lowered, and the buying power of the population declined; agriculture suffered from adverse weather conditions, reduced prices, and competition from abroad; industry was obliged, in order to compensate for decreased sales, to curtail purchases of raw materials; shipping showed a marked regression; external trade, expressed in value, fell off substantially, and towards the end of the year the depreciation of the pound sterling, quota measures, and higher tariffs seriously hindered transactions with foreign markets; bankruptcies were comparatively limited in number, but this situation was due to the fact that, generally speaking, creditors preferred to grant facilities instead of pushing matters to extremities; and finally, public finance, as a result of a decrease in fiscal receipts, of heavy budget charges in connection with the relief of the unemployed, and of difficulties in the compression of ordinary expenditure, showed a large deficit which caused the Government to impose higher taxes, to lower the compensation of those engaged in the State services, and to have recourse to loans.

On the other hand, Belgium's financial situation remained sound, this being made manifest by the constant premium of the Belga over all other currencies, by the gold reserve standing at a high level, and by the firm position of the banks.

#### UNEMPLOYMENT AND WAGES

Belgium's working population is represented by 1,605,000 individuals, the heavy industries taking about 865,000 as their share. In December last, the total number of unemployed in the heavy industries stood at 270,000, 228,266 of whom were insured against unemployment.

Unemployment and salary reductions brought about a sharp decline in the purchasing power of the population, which, however, has not as yet exercised its full influence on retail prices. On the other hand, the lowering of wages in industries has permitted a readjustment of cost prices, as is evidenced by the fall in the quotations of industrial products.

The proportion of machines which remained idle during the past year in the principal Belgian industries was as follows: metallurgy, 50 per cent; zinc,

50 per cent; copper, 60 per cent; fertilizers, 80 per cent; textiles, 70 per cent; and constructional engineering and glassware, 50 per cent.

#### PRICES

According to comparisons made by some Belgian economists, prices in this country have, since 1929, declined in about the same proportion as in the principal foreign countries, and the usual margin between prices in Belgium and those abroad—countries having recently abandoned the gold standard not being taken into account—has been maintained. Retail prices have fallen less rapidly and to a smaller extent than wholesale prices. Prices of raw materials, as a result of large stocks, are very low and absolutely unremunerative. Those of manufactured goods are more in harmony with the cost of production. Until 1930, prices of farm products were quite steady, but they fell considerably during the past year. Amongst the necessaries of life, foodstuffs experienced the largest decrease in prices, those of other commodities being less affected. The cost of living, on the whole, is decreasing.

The wholesale price index, as established by the Institute of Economics of Louvain for January, 1932, and the years 1931 and 1930, is as follows, 100 being taken as a basis (1914): Imported products, 616, 686 and 782; exported products, 542, 631 and 741; domestic products, 557, 644 and 752; raw materials, 511, 577 and 677; semi-finished and finished products, 646, 739 and 834.

#### AGRICULTURE

The general tendencies of Belgian agriculture, consisting in the extension of the acreage devoted to cereals, fruit, potatoes and fodder, in the gradual disappearance of hemp, colza and hops, and in the reduction of the areas designed for the cultivation of chicory and sugar-beet, remained practically unchanged in 1931. The total acreage of land under cultivation, which has slowly but gradually increased since 1924, disclosed a further increase. Moreover, new land clearings were effected. Crops were, nevertheless, owing to bad climatic conditions, inferior in quantity to those of 1930, and the fall in prices accentuated the crisis which Belgian agriculture had experienced in that year. The fall in prices of agricultural products—much more pronounced than that of industrial articles—seriously restricted the purchasing power of farmers. One of the consequences of this situation was that purchases of fertilizers and agricultural machinery and implements were reduced to a minimum.

*Market Gardening and Fruit-growing.*—After having passed through years of prosperity, market gardening and fruit growing in Belgium had in 1931 to withstand the loss of profitable markets. The depreciation of the pound sterling, combined with the imposition of a tariff, seriously affected Belgian exports of fruit and vegetables to Great Britain. In turn, the German market offered a much smaller outlet on account of unemployment prevailing in the Rhine region, where the Belgian market gardeners previously found an excellent opening for their products. Finally, the French market, which might have compensated Belgium for the losses in the English and German trade, was, as a result of the quota measures adopted by France, rendered less accessible.

*Tobacco.*—In 1931, the tobacco yield was not abundant, but its quality was exceptional.

*Horticulture.*—Belgian horticulture was, in 1931, greatly affected by the situation of its markets abroad, and numerous orders were cancelled or reduced. Stocks on hand are considerable. Prices fell from 25 to 40 per cent. Exports are handicapped by high tariffs, quota measures and the restrictions of phytopathological services abroad.



## LIVE STOCK

Live stock in Belgium was, in 1930, composed of 246,000 horses, 1,759,000 head of the bovine race, and 1,250,000 pigs. In 1931, owing to there being a reduced demand for draught horses and horses for slaughtering, the number of horses increased, but as regards the two other groups, no important changes were made. Imports of cattle, especially from Denmark, were abnormally high. The average wholesale price for pork, bacon, beef and veal fell by about 40 per cent as compared with 1930.

*Butter, Cheese and Eggs.*—The comparatively low prices of butter ruling in 1931 increased the consumption of this commodity at the expense of margarine. Butter imports almost doubled from 1930 to 1931, those from Denmark being favoured through the depreciation of the Danish crown. Cheese imports declined slightly, but nevertheless they remained at a much higher level than in 1927 and 1928. Exports of eggs indicated a small decrease; the outlook this year is not promising owing to tariff changes in the countries which constitute the best outlets.

## INDUSTRY

*Coal Industry.*—A very bad year was experienced in the coal industry, resulting in serious losses and a considerable increase of stocks. Some of the collieries closed their pits entirely and others resorted to short time. Nevertheless, the total production (27,035,000 tons) was only slightly less than that of 1930 (27,406,000 tons). The accumulation of stocks was due to the action of the French Government in adopting an import quota on coal, which not only reduced Belgian coal exports to France but also caused Germany, Holland and Poland to sell larger quantities of coal in Belgium; by increased imports of English coal favoured by the depreciation of the pound sterling; and by the reduction (3,009,000 tons) of the domestic demand—a consequence of the depression in industries consuming coal. An import quota on coal was adopted on October 13.

*Electricity.*—Substantial progress has been made in Belgium during recent years in the production and consumption of electricity. In 1914, consumption only reached the figure of 1,570,000 kw.h., in 1929 it rose to 4,170,000 kw.h., and in 1930 to 4,460,000 kw.h. In 1931 electric distribution was unaffected by the economic situation, as sales of current for domestic and agricultural purposes, as also the electrification of new plants, progressed sufficiently to compensate for the reduction of current consumed by the various industrial plants already operating by electricity.

*Iron and Steel.*—Price reductions and a scarcity of large orders placed the Belgian iron and steel industry and allied trades in a difficult position in the course of 1931. In March, when Germany concentrated on the Russian market, and towards the end of June, as a result of the Hoover Moratorium, there were slight revivals, but these improvements were of a short duration. Great Britain is the best client of Belgian iron and steel manufacturers, and the reduced purchasing value of the pound sterling added another adverse factor to the already bad conditions existing in the Belgian iron and steel industry.

*Non-ferrous Metals.*—This industry suffered, in 1931 as in 1930, from accumulated stocks and low prices. By a decision of the International Cartel, the Belgian output of zinc had to be reduced by 50 per cent, and that of copper by 75 per cent. The production of lead and other non-ferrous metals was also curtailed. Belgian stocks of non-ferrous metals are said to be considerable.

*Automobile Industry.*—General adverse conditions were felt in the Belgian automobile industry, and sales decreased considerably. A similar situation prevailed in the American assembling plants at Antwerp.

*Chemical Industries.*—The principal branches of the Belgian chemical industry are represented by fertilizers and sulphuric acid, and these were, at the same time, the chemical industries which were the most adversely influenced by the crisis. The persistent success during late years of intensive cultivation resulted in the investment of considerable capital in the industries connected with the manufacture of fertilizers. At the present time the annual production of these products amounts to 250,000 tons, and the domestic market is capable of absorbing only 50,000 tons. The consequence is that, as in the case of the other Belgian staple industries, manufacturers must necessarily resort to exports. During 1931 the obstacles encountered were general over-production and the protective measures abroad. Large stocks of sulphuric acid are on hand.

The match industry, almost entirely englobed by trusts, maintained its normal production. However, the depreciation of the pound proved to be very prejudicial to the industry, especially to the independent firms. It would seem that the future of the Belgian match trust, in spite of the disaster which has befallen the trust under Swedish control, is assured.

*Quarries.*—Conditions in Belgian quarries were bad; prices obtained for materials were very low; wages were severely cut; and unemployment was quite prevalent.

*Building Trades.*—On account of low cost of building materials, building trades passed through a fairly prosperous period. Practically no new factories were built, but a good many dwelling houses were constructed in cities and towns.

*Glassware.*—The year 1931 was undoubtedly a bad year for the Belgian glassware industry generally. The tariff measures adopted by England, which is the most important outlet offered to Belgian glassware, the depreciation of sterling, the lowering of the purchasing power abroad generally and import restrictions—all these factors combined to deal a severe blow to this industry. Production was low, and losses were experienced by several concerns.

*Textiles.*—The textile industries in Belgium are third in importance, coming immediately after mines and quarries and the iron and steel industry. Trade conditions in these industries varied somewhat during 1931, but, on the whole, were unfavourable. Factories supplying the domestic market suffered less from the slump than those working for export. Towards the end of the year, English competition made itself felt in Belgium.

*Leather.*—The fluctuation of market prices for raw materials and the difficulty experienced in disposing of finished goods, had an adverse influence on the leather industries. The tanneries were much affected by the general depression, and also by competition from rubber and changes in tanning processes. Several tanneries went into liquidation and others are likely to follow. In the boot and shoe industry, Czechoslovakian competition disturbed the domestic market, and four factories, one of which employed 400 workmen, had to close down. The small boot and shoe manufacturers were particularly hard hit. The sales of leather belting decreased by 30 per cent. The glove industry, which largely depends on exports, passed through a critical period; the German market, on account of the depression prevailing in that country, was practically closed to Belgian gloves, while the imposition of the tariff in Great Britain, the principal outlet for Belgian gloves, rendered business difficult.

*Paper.*—Important Government contracts at the beginning of the year enabled the factories to remain fairly active. However, the situation gradually became unfavourable, and here again the abandonment of the gold standard by Great Britain seriously handicapped export trade. Not only have the export figures (which in the past have reached 80 per cent for certain factories) seriously declined, but manufacturers sustained exchange losses on their invoices



and bank deposits in London. Exports of writing paper, wallpaper, cardboard and playing cards were also hindered by the new English duties. The fall in prices of raw materials, on account of the financial disorder in the Scandinavian countries, also brought about a loss on stocks.

*Diamond Industry.*—Antwerp is the most important centre in the world for the cutting and sale of diamonds. As a result of the severe crisis, the situation of the Belgian diamond industry went from bad to worse. Very few sales of big stones were effected, the demand being for small diamonds only. Orders from the United States, the principal market for the Antwerp diamond industry, fell short of the usual level by 75 per cent. The situation was made still worse by the over-production of the South African diamond mines. In spite of measures adopted by the International Diamond Commission, it was found impossible to stop the downward trend of prices, and this state of affairs resulted in a depreciation of the jewellers' stocks, thus placing them in a very precarious position. Out of 30,000 workers, 25,000 were unemployed.

*Tobacco.*—The tobacco industry in Belgium is devoted almost exclusively to supplying local needs, and there has been no falling off in its activities. With the exception of pipe tobacco, all grades have shown a slight increase as compared with 1930.

*Food Industries.*—Leaning rather towards the domestic market—much more stable than foreign markets—the food industries enjoyed a more prosperous year than did the other industries. Breweries remained stationary; malteries may be considered as having done good business; distilleries and vinegar manufacturers receded somewhat, as did the margarine industry; biscuit manufacturers suffered through the reduction of the purchasing power of the working classes; sugar factories met with difficulties on account of competition in the purchase of sugar beets; starch and maize factories maintained their standing. The eight vegetable canning concerns in Belgium, whose yearly output is estimated at 25,000,000 tins, chiefly destined for export, had, on account of the limited domestic demand and tariff difficulties abroad, to reduce their production by one-third.

*Fishing Industry.*—The fall in the sterling rate put a stop to sales to the English market as the prices obtainable were unremunerative for Belgian fishermen. Moreover, the French frontiers were partly closed to Belgian fish. On the other hand, fish imports from Holland, Germany and Denmark were higher, and as a result the domestic market became overcrowded with this commodity and prices fell sharply. Owners of fishing vessels lost considerable money, and a certain number of fishing smacks were laid up.

## WHEAT SITUATION IN ITALY

A. B. MUDDIMAN, CANADIAN TRADE COMMISSIONER

Milan, June 17, 1932.—The condition of the wheat crop in Italy is normal. There is likely to be some delay in harvesting, varying from a week to a fortnight, according to the different regions of the country. Some damage has been caused by rust and insects, but it does not seem to be of a very serious nature or such as to affect the yield to any extent. If the weather continues as for the past weeks, a crop almost equal in quantity to that of last year is forecast. In the south and islands a great deal of hard wheat has been placed under cultivation, and it is expected that the yield of hard wheat will almost meet the demands of domestic consumption, which have fallen considerably in the past few years.

With the exception of Lombardy, there are no large stocks of domestic wheat in the provinces. It is estimated that there are still about 1,500,000 to 1,600,000 quintals of domestic wheat in Lombardy, and that this quantity will be exhausted some time in June. Stocks of foreign grain are also very small and arrivals are greatly reduced. Foreign wheat is mostly Manitoba, the consumption of which is greater during this season owing to the necessity of blending the other wheats with a strong wheat.

## HUNGARIAN EXTERNAL TRADE IN 1931

HENRI TURCOT, CANADIAN TRADE COMMISSIONER

[1 metric ton = 2,204.6 pounds; 1 pengö at par = \$0.1749]

Brussels, June 24, 1932.—Hungarian external trade showed in 1931 a considerable regression in both volume and value. During the past year imports and exports amounted to 3,348,541 metric tons valued at 549,583,000 pengös (\$96,122,066 at par), and 1,875,650 metric tons estimated at 565,121,000 pengös (\$98,839,662 at par); those for 1930 to 4,885,171 metric tons totalling 823,348,000 pengös (\$144,003,565 at par), and 2,293,482 metric tons of a value of 911,666,000 pengös (\$159,450,383 at par). These figures indicate therefore a reduction of 1,536,630 metric tons in the volume of imports and 273,765,000 pengös (\$47,881,498 at par) in their value, the volume and value of exports disclosing a decrease of 417,832 metric tons and 346,545,000 pengös (\$60,610,720 at par) respectively. The balance of trade, which was favourable, amounted to 15,538,000 pengös in 1931 as compared with 88,318,000 pengös in 1930—a regression of 72,780,000 pengös (\$12,729,222 at par).

The decrease in imports was due principally to the reduced purchasing power of the population, consequent upon the general depression, and to restrictive measures in respect to exchange (see *Commercial Intelligence Journal* No. 1484, July 9).

## MARKET CONDITIONS FOR FERTILIZERS IN CUBA

JAMES CORMACK, CANADIAN TRADE COMMISSIONER

Havana, June 22, 1932.—In normal times Cuba is a good market for fertilizer, because her crops and soil require much of it and because irrigation and heavy rains create a recurring demand for replenishments. The substitution of power machinery, both in the cities and on the farms, for horses and draught animals has caused a shortage of manures and increased the use of chemical fertilizers. These are divided into three main groups: for sugar cane, for tobacco, and for vegetables and fruits. The operators of the sugar centrals have as a rule a good scientific knowledge of the use of fertilizer, but that cannot be said for most of the others.

### PRESENT NEEDS

At the present time, however, the demand for fertilizers is very restricted. With little or no market or price for tobacco, and with sugar and potatoes selling for less than a cent per pound, agriculturists are unable to buy fertilizer or to pay for supplies bought. The outlook also is not promising, the purchasing power of the whole Republic is sadly diminished, and the fact that there are Government and other restrictions on sugar output has placed the fertilizer business here in a precarious situation. There is now no object in forcing cane with fertilizer, when more than enough can be grown without it to complete the restricted quotas allocated to the different mills.



## LOCAL MILLS

There are six large mixing plants in Cuba, of which two are in Matanzas, and six smaller, one of which is in Pinar del Rio. All the others are in the Havana district. In Havana there are listed no less than twenty-two dealers in fertilizers. Armour & Company's Matanzas plant, which is the largest in the island, with a capacity of some 600 tons daily, has had to close down recently for want of orders. This mill handled about 60 per cent of all the fertilizer trade in Cuba. The firm has now been constrained to do a strictly cash business and therefore their sales are practically nil at present. The American Agricultural Chemical Company, which still sells on credit, is said to be the present best seller. Terms granted here are from 90 days to six months or a year. Many of the farmers have recently commenced to do their own mixing from imported chemicals which they buy locally.

## WHAT THE MILLS USE

Three kinds of nitrates with differing effects are imported. They come from Chile and the United States. Sulphate of ammonia, phosphates, phosphate rock and dried blood, etc., come from the United States. From Germany comes potash, sulphate of ammonia, and concentrated nitrates.

## FERTILIZER IMPORTS

Cuban import figures covering mixed fertilizer and raw materials for 1931 are given as follows:—

*Chemical Fertilizers*

Countries	Kilos	Value
United States . . . . .	571,638	\$ 22,705
Canada . . . . .	152,621	9,414
Germany . . . . .	2,187,444	102,307
Holland . . . . .	770,550	18,711
Totals . . . . .	3,682,253	\$153,137

*Sulphate of Ammonia, other Phosphates and Superphosphates for Manufacturing Fertilizer*

Countries	Kilos	Value
United States . . . . .	608,576	\$ 16,883
Germany . . . . .	309,847	8,832
Holland . . . . .	399,435	7,470
Great Britain . . . . .	10,670	1,200
Totals . . . . .	1,328,528	\$ 34,385

## TYPES IN CHIEF DEMAND

Selling fertilizer by brands or trade names is not much in vogue here. The names of the companies producing are, however, used to designate the products sometimes. Normally business is transacted on analysis. One local firm stocks fertilizer of as many as eighty differing analyses for use in Cuba. The type of land, the class of crop, the fancy of the agriculturist, the terms of payment, and the energies of salesmen decide the fertilizer to be used.

*For Sugar Cane.*—On the price of sugar depends the big market for fertilizer in Cuba. When, as now, sugar is being sold at less than cost, no one can afford to buy or finance the purchasing of much fertilizer. Varying analyses are used, frequently 4-8-8, 4-10-8, 4-8-10, and 4-7-6. The figures represent sulphate of ammonia, phosphoric acid, and sulphate of potassium. A German company with a local representative has been selling a concentrated fertilizer

called nitrophoska for the past five years with some success, although inexpert labour and the warm local soil are not in its favour. This concentrated fertilizer is also of varying analyses, sold by numbers, e.g., No. 1 is 15-30-15, No. 12 is 14-15-24.

*For Tobacco.*—Until the shortage, natural fertilizers were always used for Cuban tobacco, and many users say the substitution of chemicals has resulted in loss of much of its characteristic flavour. Fertilizers for tobacco are usually sold in the autumn, and a low grade analysis is usually used, with a high potash content.

*For Fruits and Vegetables.*—Citrus fruits, pineapples and other fruits, potatoes, tomatoes, etc., all require fertilizer of varying analyses. Potato growing in Cuba has expanded wonderfully of recent years, and now they are grown not only in the Guines district, but in many parts of the island. Fertilizer is needed, but at present prices the industry is not paying and the outlook is uncertain. No. 12 nitrophoska and 4-10-12 are being much used. Sales are made in the fall.

#### PRICES

Prices vary with credits, quantities and competition, so cannot readily be given with any certainty. Nitrophoska retail prices vary. No. 1 is \$90, No. 6 (10-20-20), \$77.50; and No. 12, \$81. Other fertilizer prices, at the local warehouse, are 4-10-12, \$41.25; 4-8-8, \$33; 4-8-10, \$35.25 per short ton.

#### LOCAL FERTILIZER

There is a good deal of organic fertilizer found in this country, but it has not been exploited much till recently, when its low price makes it saleable, despite its low analysis. There is plenty of *guano de murciélago* (bat guano) to be found in the many old caves which abound, and some is being sent to Florida this month although little is being sold locally. Analysis depends on depth levels and water seepage. It usually runs about 3 per cent ammonia, 5 per cent phosphoric acid, and  $\frac{1}{2}$  per cent potash. The price is \$12 c.i.f. Miami per short ton.

#### PACKING, ETC.

Fertilizers are usually packed in strong double jute bags of 200 pounds each, tied with hemp. Humidity here rapidly affects them and the sacks rot if not very strong. The complete analysis of chemical mixed fertilizers imported into Cuba must be stamped in indelible ink, in Spanish, on each sack, and raw materials for fertilizer must have stated clearly on each package the name of the material and chemical percentage.

#### DUTIES

The import duties on mixed fertilizer are: United States, 4 cents per 100 kilos; Canada and all other countries, 5 cents per 100 kilos. On materials for manufacturing fertilizer the duties are the same.

#### TRADE PROSPECTS

A prominent sugar operator states that in 1930 he bought 10,000 tons of fertilizer, last year he bought one carlot, and this year he would be buying none. According to another expert, the total fertilizer imports into Cuba this year would not exceed 20,000 tons. Last year credits were general and payments unsatisfactory. If products still continue to be grown locally and sold at a loss, the situation cannot improve. Some firms have had to stop credit. There is business to be done still on credit, and some of the trade is good,



but prices are so keen that any loss offsets much good business. The situation must be carefully studied by any firm which considers entering the market against the experienced and presently established houses now catering to the farmers' lessened requirements. Samples, with full particulars of analysis, terms and c.i.f. prices, if sent to this office, will be submitted to dealers and agents, and every assistance rendered in an effort to introduce the fertilizer of any interested Canadian exporter.

## WHEAT RESTRICTIONS IN PERU

C. S. BISSETT, CANADIAN TRADE COMMISSIONER

Lima, June 14, 1932.—A bill has recently been introduced into Congress of which one of the principal clauses is the proposed restriction of the amount of imported wheat to be permitted in flour milled in the country. It is proposed to enforce the use of a minimum amount of native-grown wheat, such amount to be determined by the Board of Agriculture in accordance with the supply of domestic grain suitable for bread-making purposes. The importing millers will be permitted to bring in foreign wheat only when they have completed their obligations in respect to the native-grown article. As a protection to the millers the basic duty on flour would be raised, under this bill, from 4 to 8 centavos per gross kilo.

It is problematical whether the bill if passed will become effective in the near future. On several occasions similar legislation has been tabled without effective result. The impediment is the absence at present of sufficient locally grown wheat of the right quality for the type of bread demanded by the larger centres of population. However, the interior country districts at present use native wheat almost wholly. The entire Peruvian wheat consumption is estimated at about 5,500,000 bushels annually, of which an average of about 3,150,000 bushels is imported. Practically all of this is imported by the Lima-Callao milling industry, and the flour is distributed to the various outports and to the mining areas in Central Peru. Nevertheless, lack of transportation facilities prevents interior distribution of flours milled in Lima-Callao except to the few areas served by rail, and conversely it is difficult for these mills to obtain, economically and freely, native-grown wheat from the major producing areas. This is used mainly where it is grown. As an aid to this end it has just been announced that wheat grown in the Junin and Huancavelica areas will be exempt from road fees and will be granted a 50 per cent rebate of railway freight when shipped to Lima-Callao. Similar reductions in freight had been granted to other areas.

The whole movement is designed to encourage the home production of wheat comparable to that obtainable overseas. Considerable experimentation work has already been carried out in national experimental farms, and good results have been obtained in the coastal valleys from a variety known as Khapli 4103. Previously, however, most of the varieties tried appeared to be unable to reproduce under Peruvian conditions their original gluten content. Whatever may be the fate of the present bill, it is not expected to affect adversely to any appreciable extent in the near future the present rate of wheat imports. Cheap foreign wheats, lack of transportation facilities, and cost of shipment in Peru and the present paucity of suitable local wheat for bread-making, are factors adverse to any immediate benefit to be derived by farmers in this country. However, any marked rise in world wheat prices would undoubtedly stimulate wheat growing here and would make this bill much more immediately effective.

## MECHANICAL REFRIGERATION IN ARGENTINA

E. L. MCCOLL, CANADIAN TRADE COMMISSIONER

Buenos Aires, June 9, 1932—The great meat industry of Argentina utilizes the most modern and efficient cold storage equipment. Slaughtering number 6,500,000 cattle, 8,000,000 sheep, and 1,000,000 hogs per annum. The number of cattle slaughtered has gone as high as 10,000,000 per annum, but not in recent years. Before mechanical refrigeration was installed in Argentinian plants cattle were killed more for their hides than for their meat, as the only form in which meat could be exported was dried, tinned or salted. There being little demand in Europe for this class of food, the Argentine meat industry did not begin to expand until mechanical refrigeration looked after the preservation of meat in its fresh state both on land and at sea. Modern refrigeration opened up the greater part of Europe as a market for Argentine fresh beef, British and American meat packers establishing killing plants and offering inducement in the form of higher prices for better-grade animals than for low-bred stock. Hence to refrigeration Argentina owes her present enormous herds of high-grade cattle.

### LIMITED USE OF MECHANICAL REFRIGERATION

The use of mechanical refrigeration has not, comparatively speaking, penetrated far beyond the few large slaughtering establishments located near Buenos Aires and at other points on the river Plate, which are engaged in the export trade. Over 3,000,000 cattle are killed annually in the interior of the country at some 400 slaughtering houses, of which perhaps not twelve have modern refrigeration. The total refrigeration of the whole republic is estimated at about 120,000,000 frigories per hour, or in British thermal units, at four times that number, as one frigory is equivalent to 3.96 B.T.U. Of this quantity 46 per cent is utilized by a few slaughtering establishments, 21 per cent by ice manufacturers, 9 per cent by breweries, 6 per cent by butter and cheese factories and dairies, and 18 per cent by all other enterprises, including farm produce markets, hotels and hospitals, furriers, and florists.

### EXTENT OF THE MARKET

Argentina has a population of 11,000,000, 80 per cent of whom live in a belt of land 300 miles wide running east and west across the republic between the mouth of the river Plate and Mendoza at the foothills of the Andes. There are many fine cities, Buenos Aires, the capital, with a population of 2,000,000, being the chief. The temperature is never below freezing point in the day time during the winter, and for the six months of summer it is warm with a few occasional spells of tropical heat. The city of Buenos Aires, with its numerous hotels and 1,000 apartment houses, offers a fertile field for development. There are only two hotels with dining-rooms cooled by mechanical refrigeration, and not one apartment house has a central plant. Some progress is being made in the installation of ventilation equipment and cold chambers in hospitals, but nothing, as far as is known, in the case of factories. This is a field in which development should take place, as the atmosphere in summer is humid, and some factories require dry air which mechanical refrigeration produces in its process of withdrawing moisture. Humidity is frequently more detrimental to good results than is high temperature. Probably 90 per cent of the compressors already installed use anhydrous ammonia, and three other systems account for



the remaining 10 per cent: carbonic anhydrite, methyl chloride, and sulphur dioxide.

Groceries and butchers' shops, with very few exceptions, have any equipment other than ice refrigerators. Refrigeration machinery, neatly and economically installed, which provides cold storage for shop or market stalls, is rarely to be found, and rarer yet is the central installation which services individually all the tenants of a market. There are a large number of public and private retail markets in Buenos Aires, but in the main only the old-fashioned ice refrigeration is used.

At the present time the country has fallen upon depressed times, and the importation of new machinery is practically at a standstill. Very few butchers and grocery shops will make the investment required for modern equipment, preferring to carry on with ice refrigerators. Few provision merchants here know or regard it as important that different kinds of produce keep better at certain temperatures.

#### TYPES IN USE

On account of the variety of uses and the quantity of refrigeration required, which differs with each particular job, the manufacturer naturally has a variety of sizes to offer ranging from a half-ton machine for a grocery shop to a 600-ton equipment for a packing plant. Both horizontal and vertical types are on the market. To suit the site of the installation and its surroundings there should be a choice of several methods of operation: (1) the motor mounted direct on to the compressor shaft, (2) different lengths of belt drive, or (3) direct connection but with reduction gears, etc. A characteristic of Buenos Aires is the scarcity of space, especially in butchers' shops and groceries. Equipment should therefore be compact, all the component parts, which consist of regulator, condenser, compressor and evaporator, mounted on one base if possible so that it will occupy the least possible room. The term most commonly used by engineers is ton capacity of a machine. This unit means the refrigeration produced during twenty-four hours by the melting of one ton of ice.

#### INSULATED CARS ON RAILWAYS

The increasing demand in Argentina for fruit, vegetables, eggs and dairy products has led to a healthy expansion of these industries resulting in a surplus which allows a fair export of these commodities. Up to now the railways have been providing insulated cars supplied with ice to carry fruit from the Andine provinces to Buenos Aires and from the Rio Negro district in the south, covering in each case about 650 miles. The cars range in size up to 40 metric tons capacity. One of the railways is now experimenting with mechanical refrigeration and has installed an axle-drive methyl chloride plant in one of its cars.

For domestic use there are a number of mechanical refrigeration units on the market in the form of steel ice chests fitted with electric motors which plug into the electric socket to be found in the kitchen of all houses or apartments. This domestic trade has been made extremely difficult for the foreign manufacturer owing to increasing duties for the protection of national industry.

Canadian firms manufacturing mechanical refrigeration machinery are invited to send catalogues and quotations to the Canadian Trade Commissioner, B. Mitre 430, Buenos Aires, who will be pleased to visit engineering firms on their behalf. The sixth International Exhibition and Congress of Refrigeration will take place in Buenos Aires from August 29 to September 23, 1932.

## ECONOMIC CONDITIONS IN JAPAN

JAMES P. MANION, ASSISTANT TRADE COMMISSIONER

Tokyo, June 18, 1932.—Last September the trouble with China over Manchuria came to a head, and Japan, for the time being, lost an important export market. The United States usually takes about 40 per cent of Japan's exports; in ordinary years China takes one-third of the remainder. In 1931, however, China's share began to diminish and in the first quarter of 1932 amounted to only one-seventh of this remaining volume of trade. The consequences have been serious for Japan's industries, and have adversely affected her balance of trade which has been unfavourable since 1923, the year of the great earthquake. Palliative measures such as foreign loans could for a while prevent the outflow of gold. With the outbreak of hostilities there was a sharp diminution in the gold reserves. Added to this was the Government's growing inability to meet her war obligations without resort to internal inflation—a prospect that did not admit of Japan's remaining on the gold standard, and on December 14, 1931, the gold embargo was restored.

Previous to the embargo, other means of exchange stabilization had been tried. One was an attempt to stop exchange speculation, which had already caused serious fluctuations in the gold value of the yen. Another was the raising of the Bank of Japan discount rate to 6.57 per cent per annum in order to attract Japanese money away from its foreign investments. Confidence had wavered too long, however, and the final step was necessary. Since then, the discount rate has been lowered twice, once on March 12 to 5.84 per cent, and again on June 8 to 5.11 per cent. The reasons for this will be discussed later.

Comparative figures previous to the embargo and at the present time, show the following differences in the Bank of Japan's statistical position:—

	Nov., 1930	Nov., 1931	June, 1932
	Figures in Millions of Yen		
Note issue . . . . .	1,076.9	993.6	955.9
Advances . . . . .	701.2	756.3	719.2
Ratio specie reserve to note issue . . . . .	68.8%	49.2%	48.8%

It will be seen that the advances, which should be at least in part an index to the credit position within the country, have actually fallen since November. This is accounted for to some extent by the fact that advances against speculative foreign exchange bills reached their peak prior to the reimposition of the gold embargo.

The following figures supplied by the Tokyo Clearing House show the position of the Tokyo banks:—

	Dec. 31, 1931	June 10, 1932
	Figures in 1,000 Yen	
Fixed deposits . . . . .	1,028,273	959,681
Current and other deposits . . . . .	1,198,999	987,209
Total deposits . . . . .	2,227,272	1,946,890
Loans . . . . .	1,905,830	1,818,675
Discounts . . . . .	332,998	340,002
Overdrafts . . . . .	93,360	101,712
Total loans . . . . .	2,332,188	2,260,389

As will be seen, an actual diminution of credit has taken place during the six-months' period under review, although the comparison is a little strained due to the excessive year-end demand always reflected in December figures.



Although inflation has been taken for granted for many months, the above figures do not bear out statements that the process has already started. There are three factors, however, which have prevented this from taking place. The Government has not yet implemented its budgetary scheme for the raising of more than 500,000,000 yen in internal loans. It is true that the total of Government loans increased from 5,955,816,000 yen on March 31, 1931, to 6,244,257,000 yen at the end of May, 1932, and that a large part of these debts was contracted during or immediately preceding the period under review to cover special expenses incurred through the Manchurian and Shanghai incidents. But since there was no distinct inflationary process in view, it was simple, through the Treasury Deposits Bureau, to withhold from circulation extra currency issues which these loans would have covered.

There is then this large reserve as well as 500,000,000 yen still to come upon which to base an inflationary movement. More important than this, the Deposits Bureau, which is entirely separate from the ordinary banking system and is controlled by the Finance Ministry, is at present holding government bonds to the value of 1,130,924,000 yen, or more than one-sixth of all the government issues. Under the direction of the Finance Minister, the Deposits Bureau could at any time liquidate these holdings and place them in the hands of the ordinary banks, who could then build up a large credit structure on their security; at the same time the Deposits Bureau would be obliged to invest its free resources in business, agricultural or industrial enterprises. A total liquidation of this kind could permit a credit expansion of 3,000,000,000 yen.

There are two other reasons why the Government has withheld its inflationary measures. One was the fear of foreign exchange speculation, which has caused the introduction of a control bill already discussed in No. 1482 of *Commercial Intelligence Journal* (June 25). Another was the necessity for giving a free hand to the Bank of Japan by changing certain restrictive regulations, chief among which was a curtailment of the amount of fiduciary currency which it could issue without paying a heavy tax to the Government. This was also reviewed in the report referred to above.

With the passing of the budget and of these two financial bills at the present session of the Diet, the Government's policy has been given the scope necessary to obtain results.

#### AGRICULTURE

Closely connected with the financial difficulties of the nation are those of the farmer. According to an estimate prepared by the Hypothec Bank of Japan, farmers' debts amount to about 6,000,000,000 yen, or over 1,000 yen per household. Due to the falling prices of farm products and of silk cocoons, the average family debt has increased by 100 yen a year during the last three years. The average income, which was in the neighbourhood of 780 yen in 1929, had gone down to about 400 yen in 1931, so that the farmer is obliged to supplement this by an extra 25 per cent in the form of loans in order to pay his expenses. When it is considered that this condition applies to about 50 per cent of the population, it will be seen what a serious situation confronts the new Government. Among the measures which may be considered for the relief of the agricultural industry are: (a) a three-year moratorium on interest payments; (b) refunding of high-interest bearing loans from banks and money-lenders by the substitution of low-interest loans from the Government; (c) a decrease in land taxes; (d) a raising and stabilization of prices by inflation.

Some combination of one or the other of these measures is practically necessary. Inflation appears almost essential if the enormous burden of fixed

payments in the form of interest is to be more equitably adjusted to income. At present the income of farming communities amounts to about 17 sen, or 8 cents a day per person; of this, 88 per cent goes to the payment of taxes and interest.

Besides growing rice, the majority of farmers raise silk cocoons as a side-line. While rice quotations have gone down a great deal, at the same time, whereas it is estimated that each family earned an average of 295 yen from the raising of cocoons in 1929, they only earned 130 yen in 1931. This year, earnings will be considerably less, as raw silk quotations have fallen from an average for 1931 of 63·5 yen to 43·7 yen at the time of writing. (The highest point reached was 201·1 yen in 1925.)

#### TRANSPORTATION

Of all forms of transport, the Japanese Imperial Railways appear to be among the few retaining their usual earning power. Published statistics show that they have always been profitable, due largely to the very great concentration of traffic. There are only 8,800 miles of state railway; on every mile of this, 100,000 passengers and 10,000 tons of freight are carried every year. This very heavy traffic—an average of 33 trains a day are run over every mile of track—has permitted of a very low capitalization in relation to revenues. The total indebtedness is a little above 3,000,000,000 yen; the total receipts in the last ten years have never been below 400,000,000 yen a year; the total expenses, including interest charges, have never been above that figure. For the year ending March 31, 1932, the freight and passenger revenues were 414,152,000 yen. This compares with 436,685,000 yen for the previous year and 458,899,000 for the peak year 1928. These figures are exclusive of special revenues, and since expenditures in a year of depression such as this are not likely to exceed those of former years, a profit is almost certain again for this year.

It might be pointed out in passing that the state railways give employment to about 250,000 people, while privately-owned railways and tramways employ another 100,000.

Since shipping is very much over-developed in Japan, as it is in many other countries, the present curtailed international movement of goods has placed all but about 35 per cent of an effective shipping tonnage of 3,800,000 gross out of commission. According to Mitsui and Company's report on Japanese industry during 1931, the nine largest shipping companies lost during the year 7,749,000 yen, and the losses are being still further accumulated during the present year. In attempting to counteract the shipping depression, the Government is forming a Marine Affairs Investigation Commission, under the chairmanship of the Minister of Communications.

Civil aviation is progressing satisfactorily, with regular twice-daily services between Tokyo and Osaka, and daily services from Osaka to Dairen for passengers and mail. The company is heavily subsidized by the Government.

#### ELECTRIC POWER

The Mitsui report above referred to shows profits of 60,835,000 yen for 92 electric light and power companies with a total capitalization of 1,779,227,000 yen. This is evidence of a continued use in large volume of electricity despite the industrial depression. Stabilizing consumer-factors are electric lighting, electric railways and tramcars, whose use of power has continued very much on the same basis as during previous years. Japan has an installed capacity of about 5,500,000 horse-power, which is only about a sixth less than the amount produced in Canada—in a country, however, which has seven times the population. Again, despite her very good available water-power sites, 38 per cent of



her power is still produced from steam, whereas Canada has less than 2 per cent of her equipment installed for this method of production.

One condition has changed for the worse since the latter part of 1931. The combined interest and sinking fund payments to the United States on various dollar loans amount to \$13,484,000. With exchange down as it is, such payments will add an extra burden of approximately 13,500,000,000 yen to the fixed charges of the producers of electricity. Of interest to the industrial world, however, is the recent formation of the Electric Power Federation linking the five largest power producers in Japan under certain co-operative regulations. Members are pledged to refrain from competition and from duplication of equipment, they must agree on equal prices for power in adjoining districts, and where occasion requires, they must co-operate on peak load supply. By such means, they hope ultimately to be able to sell power at a cheaper rate, and so benefit the industries of the nation.

**BRITISH MERCHANDISE MARKS ACT**

**BIFURCATED AND TUBULAR RIVETS OF METAL**

The Board of Trade announce that they have referred to the Standing Committee under the Merchandise Marks Act an application for an Order in Council to require the marking with an indication of origin of imported bifurcated and tubular rivets of metal.

**TARIFF CHANGES AND CUSTOMS REGULATIONS**

**United Kingdom Duties Against Irish Free State**

Mr. Harrison Watson, Canadian Trade Commissioner in London, cables that the Government of the United Kingdom announce that as from July 15 a rate of 20 per cent ad valorem will be levied on live animals, butter, eggs, cream, bacon, pork, poultry and game, and other meat products imported from the Irish Free State.

**Irish Free State Tariff on Flour**

Mr. J. H. English, Canadian Trade Commissioner in Dublin, cables that the Irish Free State has, from July 7, imposed an import duty of 5 shillings per 280 pounds on flour. Until September 1, however, normal importations will be permitted to enter duty free under licence.

**Irish Free State Bacon Tariff Prices**

Mr. John H. English, Canadian Trade Commissioner in Dublin, advises that revised certified prices for bacon imported into the Irish Free State have been issued effective from June 24, as follows:—

Country of Origin	Certified Price Per 112 Lbs.	Duty
Denmark . . . . .	59s.	20s.
Sweden . . . . .	56s.	20s.
Holland . . . . .	53s.	25s.
Poland . . . . .	49s.	30s.
Estonia . . . . .	53s.	25s.
Lithuania . . . . .	51s.	25s.
United States . . . . .	64s.	15s.
Argentina . . . . .	49s.	30s.
Brazil . . . . .	51s.	25s.

For unenumerated countries the duty is 50s. with the exception of bacon from Empire countries, which is duty free providing the shipments are accompanied by the required Irish Free State certificates of origin.

### French Quotas on Lumber

Mr. Maurice Bélanger, Acting Trade Commissioner in Paris, writes under date June 28, 1932, that a French Government decree, published in the *Journal Officiel* of June 28, gives the quotas of rough and dressed lumber that may be imported into France from various countries during the third and fourth quarters of the present year. During each of these periods Canada may export to France a maximum of 2,270 metric quintals (1 quintal = 220 pounds) of rough lumber and 557 quintals of dressed or manufactured lumber. Railway ties are not affected by these quotas and may be imported without restriction.

The French minimum tariff applied to Canadian lumber up to June 16, when the general tariff was made applicable due to the termination of the Franco-Canadian Convention of Commerce. The general tariff on rough lumber is about one-third higher than the minimum and on dressed lumber four times the minimum.

### Tariff Changes in Palestine

Mr. Yves Lamontagne, Canadian Trade Commissioner in Cairo, writes under date June 18 that, in virtue of an ordinance enacted on June 14, a seasonal duty has been imposed on wheat, rye, flour of wheat, crushed rye, and ground wheat, imported into Palestine.

The new rates and former rates are as follows:—

Wheat and rye:	New Rates	Former Rates
January to May, inclusive.. . . . .	1½ mils per kg. (9¼d. per bu. of 60 lbs.)	3½ mils per kg. (wheat) 1 mil per kg. (rye)
June to December, inclusive.. . . . .	5½ mils per kg. (3s. per bu. of 60 lbs.)	3½ mils per kg. (wheat) 1 mil per kg. (rye)
Flour of wheat, crushed rye and ground wheat:		
January to May, inclusive.. . . . .	3 mils per kg. (2s. 9d. per 100 lbs.)	4½ mils per kg.
June to December, inclusive.. . . . .	7 mils per kg. (6s. 5d. per 100 lbs.)	4½ mils per kg.

1,000 mils equals the £ sterling. A kilogram equals 2.2046 lbs.

The importation of wheat and flour into Palestine is restricted and subject to the granting of a licence to the importer.

### Belgian Restriction on Fish Imports

Mr. Henri Tureot, Canadian Trade Commissioner in Brussels, advises that according to a notice published in the *Moniteur Belge* under date of June 27, the importation of fresh fish and frozen or refrigerated fish, is shortly to be permitted only under licence to be obtained from the Ministry of Transport. A royal decree to that effect will shortly appear in the *Moniteur Belge* and will come into force the day following its publication.

### Brazilian Duties on Automobiles Amended

A Brazilian decree published on March 4, 1932, proposed to change the ad valorem duties then in force to duties levied on the basis of the weight of the cars, but enforcement of these duties has been postponed from time to time. Mr. A. S. Bleakney, Canadian Trade Commissioner in Rio de Janeiro, has cabled under date July 5 that the new duties have now been put into force, but with considerable modification. Further details will be published on receipt of the Trade Commissioner's mailed report.



## Japanese Tariff Revision Law

JAMES A. LANGLEY, COMMERCIAL SECRETARY

Tokyo, June 15, 1932.—On the last day of its special session yesterday all Government measures of any importance were passed by the Imperial Diet.

Chief among the bills assented to and which are effective as from June 16, 1932, was that revising the import tariff. Specific duties, excluding newsprint, were raised generally by 35 per cent, in order to make them balance the increase in ad valorem rates caused by the depreciation of exchange. In addition, 37 individual rates, both specific and ad valorem, were increased in order to grant greater protection to Japanese industry and agriculture and to increase government revenues. The advance of the pig iron duty from 10 sen to 30 sen per 133 pounds, which has been the subject of vigorous discussions in committee in both houses, was approved.

Changes in rates contained in the tariff bill are expected to add 16,000,000 yen a year. Details of the tariff changes affecting the chief articles imported from Canada into Japan were published in *Commercial Intelligence Journal* No. 1481 (June 18), page 1072.

### SOME DUTIES PROTECTIVE

Some of the upward revisions are designed to protect domestic producers; others are merely for revenue. The wheat, millet, Indian corn and lumber revisions are intended to help the farming districts. Japan imports about 20,000,000 bushels of wheat and produces about 30,000,000 bushels each year. In 1899 the tariff was 15 sen for 133 pounds. Progressive advances have been made since, but the wheat crop has not increased since 1917, when the rate was 57 sen. As a matter of fact, farmers are showing a disinclination to plant wheat, and the Ministry of Agriculture and Forestry has under consideration special measures to quicken interest in the raising of this product.

The increase in the case of condensed milk is designed to protect the dozens of small Japanese companies that have sprung up in the past few years.

Pig iron revision has been debated steadily ever since the last upward move. Since replacement of the gold embargo it has risen 30 per cent in price, while steel products have gained but 10 per cent. The Anshan works of the South Manchuria Company and the Penhsifu Coal and Iron Company, both operated by Japanese in Manchuria, obtain subsidies of 920,000 yen on their joint output of 350,000 tons. Their products are subject to duty on entering Japan, and they are making representations to the Government to increase their subsidies in order to balance the higher duty now payable.

Establishment of a Japanese automobile industry is still in the stage of discussion, although a sum of 200,000 yen has been voted for preliminary experimental work. The increase in the duty on automobiles and parts is thus principally for revenue.

### TENDERS INVITED

#### Australia

Copies of tender forms and specifications have been received from Trade Commissioner D. H. Ross, Melbourne, for material required by the Postmaster General's Department, Melbourne.

These tender forms and specifications are open to the inspection of interested Canadian manufacturers at the Department of Trade and Commerce, Ottawa.

Tenders should be promptly mailed to the Deputy Director, Posts and Telegraphs, Melbourne, Australia, by registered post and endorsed "Tenders for Vitreous Resistances, Schedule C.846."

Samples should also be forwarded in ample time to reach the Deputy Director before the closing date for tenders, viz.: September 27, 1932.

Particulars of the requirements are briefly outlined thus:—

Supply and delivery of resistances, vitreous spools, 100, 150, 200, 250, 300, 400, 500, 600, 700, 800, 900, or 1,000 ohms as required in accordance with Special Condition 6 of Schedule C.846; also, 1,200, 1,500, 2,500, 3,000 or 4,000 ohms as required in accordance with Special Condition 6.

### FOREIGN EXCHANGE QUOTATIONS FOR WEEK ENDING JULY 11

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending July 11, 1932, with the official bank rate. Quotations for the week ending July 5, 1932, are also given for the sake of comparison.

Country	Unit	Nominal Quotations in Montreal Week ending July 5	Nominal Quotations in Montreal Week ending July 11	Official Bank Rate
Austria . . . . .	Schilling	\$ .1602	\$ .1615	7
Belgium . . . . .	Belga	.1580	.1591	3½
Bulgaria . . . . .	Lev	.0081	.0082	8
Czechoslovakia . . . . .	Krone	.0336	.0339	5
Denmark . . . . .	Krone	.2198	.2215	4
Finland . . . . .	Markka	.0190	.0183	6½
France . . . . .	Franc	.0446	.0449	2½
Germany . . . . .	Reichsmark	.2692	.2719	5
Great Britain . . . . .	Pound	4.0322	4.0647	2
Greece . . . . .	Drachma	.0079	.0077	11
Holland . . . . .	Guilder	.4590	.4614	2½
Hungary . . . . .	Pengo	.1988	.2003	5
Italy . . . . .	Lira	.0580	.0583	5
Jugo-Slavia . . . . .	Dinar	.0203	.0205	7½
Norway . . . . .	Krone	.1994	.2018	4½
Portugal . . . . .	Escudo	.0386	.0389	6½
Roumania . . . . .	Leu	.0068	.0068	7
Spain . . . . .	Peseta	.0933	.0924	6½
Sweden . . . . .	Krona	.2074	.2095	4
Switzerland . . . . .	Franc	.2215	.2230	2
United States . . . . .	Dollar	1.1362	1.1450	2½
Argentina . . . . .	Peso (Paper)	.2925	.2948	—
Brazil . . . . .	Milreis	.0880	.0887	—
Chile . . . . .	Peso	.0688	.0693	5½
Colombia . . . . .	Peso	1.0879	1.0963	6
Mexico . . . . .	Peso	.3011	.3085	6-7
Peru . . . . .	Sol	.2613	.2633	6
Venezuela . . . . .	Bolivar	.1704	.1717	—
Uruguay . . . . .	Peso	.5368	.5410	—
Cuba . . . . .	Peso	1.1353	1.1440	—
Hongkong . . . . .	Dollar	.2584	.2673	—
India . . . . .	Rupee	.3056	.3091	4
Japan . . . . .	Yen	.3138	.3148	5.11
Java . . . . .	Guilder	.4573	.4608	4½
Shanghai . . . . .	Tael	.3323	.3416	—
Siam . . . . .	Baht (Tical)	.....	.....	—
Straits Settlements . . . . .	Dollar	.4885	.4851	—
British Guiana . . . . .	Dollar	.8521	.8644	—
Jamaica . . . . .	Pound	4.0905	4.1220	—
Other British West Indies . . . . .	Dollar	.8521	.8644	—
Martinique . . . . .	Franc	.0448	.0449	—
Guadeloupe . . . . .	Franc	.0448	.0449	—
Australia . . . . .	Pound	3.2329	3.2534	—
Egypt . . . . .	Pound (100 piastres)	4.1447	4.1689	—



## TRADE ENQUIRIES FOR CANADIAN PRODUCTS

The Trade Inquiries for Canadian products published below have been received since the publication of the last issue of the *Commercial Intelligence Journal*. Interested exporters may secure the names and addresses of the firms making these inquiries, together with further details regarding the commodities required, on application to the Director, Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa, or—

### Secretary, Board of Trade—

St. John, N.B.,	Toronto, Ont.,	Winnipeg, Man.,
Halifax, N.S.,	Woodstock, Ont.,	Vancouver, B.C.,
Quebec, P.Q.,	St. Mary's, Ont.,	New Westminster, B.C.,
Sherbrooke, P.Q.,	Portage la Prairie, Man.,	Prince Rupert, B.C.
Montreal, P.Q.,	St. Boniface, Man.,	

### Secretary, Chamber of Commerce—

Kingston, Ont.,	Peterborough, Ont.,	Victoria, B.C.
Oshawa, Ont.,	London, Ont.,	
Belleville, Ont.,	Hamilton, Ont.,	

Border Chamber of Commerce, Windsor, Ont.

Industrial Commissioner, Stratford, Ont.

La Chambre de Commerce, de Montréal, 25 St. James E., Montreal, P.Q.

### Secretary, Canadian Manufacturers' Association—

Toronto, Ont.,	Winnipeg, Man.,	Vancouver, B.C.,
Montreal, P.Q.,	Edmonton, Alta.,	Victoria, B.C.

The Maritime Provinces Trade Commissioner, 122 Federal Building, Toronto, Ont.

The Bureau of Provincial Information, Victoria, B.C.

**Canadian exporters should, for follow-up purposes, transmit a copy of any reply sent in response to a Trade Inquiry to the Trade Commissioner in the territory from which the inquiry emanated.**

### Foodstuffs

443. HONEY.—A Belfast firm require c.i.f. quotations on honey in bulk for bottling for purchase or agency.

444. FLOUR.—A Belize (British Honduras) firm of commission agents desire to act in that capacity for Canadian flour exporters.

445. OLEO BEEF STEARINE.—A West of England firm of importers and exporters desire direct connections with Canadian producers of oleo beef stearine.

### Miscellaneous

446. FLANNEL.—A Chinese firm desire connection with Canadian firms manufacturing grey cotton mottled flannel to be used on dust collectors for flour mills. Width of the flannel to be 36 inches and length of each piece 50 yards. Full information and prices should be forwarded direct to the Canadian Government Trade Commissioner at Shanghai.

447. SEEDS.—French co-operative desires to secure the agency for France of Canadian exporters of the above commodity.

448. WOODEN TUBS AND PAILS.—A Dublin firm wish to get into touch with Canadian exporters of wooden tubs and pails with a view to purchase.

449. TURNED WOOD HANDLES AND KNOBS.—A Midland firm of manufacturers of domestic utensils desire to be quoted on turned wood knobs and handles either plain, or finished with cellulose lacquer coating. Samples and specification may be obtained from the Department.

450. PATENT LEATHER.—A firm of agents in Leicester (England) are desirous of representing a Canadian manufacturer of patent leather. Price is the chief consideration.

451. STEEL TRAPS FOR FUR-BEARING WILD ANIMALS.—An importing house in Buenos Aires is desirous of obtaining c.i.f. quotations on steel traps for fur-bearing wild animals. Replies to be sent to the Canadian Trade Commissioner, B. Mitre 430, Buenos Aires.

452. GALVANIZED IRON SHEETS.—Manufacturers' representative in Buenos Aires desires c.i.f. prices for galvanized iron sheets, with object of acting on behalf of a Canadian company.

453. COPPER.—The Canadian Trade Commissioner in Buenos Aires wishes to receive offers of Canadian copper in the following forms: ingots, bars, blister, sheets, and electrolytic. Net c.i.f. prices.

454. ZINC IN INGOTS.—An importer in Buenos Aires is desirous of obtaining prices on 25 long tons of zinc in ingots at 99 per cent and over of purity. Send telegraphic quotations c.i.f. Buenos Aires in United States dollars or sterling, cash against documents. Cable address: Canadian, Buenos Aires.

455. ASBESTOS FIBRE.—Argentine manufacturer of automobile puncture cement wishes to obtain samples and c.i.f. Buenos Aires quotations on small quantities of 250 pounds per

shipment of asbestos fibre suitable as an ingredient for automobile tire puncture cement. Replies to be sent to Canadian Trade Commissioner, B. Mitre 430, Buenos Aires.

456. AGRICULTURAL MACHINERY.—French co-operative desires to secure the agency for France of Canadian exporters of agricultural machinery.

457. AGENCY.—A South African selling agency, with headquarters at Johannesburg and branches throughout the Union and Rhodesia, are desirous of representing Canadian manufacturers in lines other than hosiery and ladies' underwear.

## PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

### From Montreal

To *Liverpool*.—Duchess of Richmond, July 21 and Aug. 19; Montcalm, July 30 and Aug. 26; Duchess of Bedford, Aug. 5; Duchess of York, Aug. 12; Duchess of Atholl, Aug. 30—all Canadian Pacific; Antonia, Cunard Line, Aug. 4; Laurentic, White Star Line, Aug. 20.

To *London*.—Beaverford, July 22 and Aug. 26; Beaverburn, July 29; Beaverdale, Aug. 5; Beaverbrae, Aug. 12; Beaverhill, Aug. 19—all Canadian Pacific; Alaunia, July 22 and Aug. 19; Aurania, July 29 and Aug. 26; Corrientes, Aug. 5; Ascania, Aug. 12—all Cunard Line.

To *Manchester*.—Manchester Commerce, July 21 and Aug. 25; Manchester Citizen, July 28; Manchester Producer, Aug. 4; Manchester Division, Aug. 11; Manchester Brigade, Aug. 18—all Manchester Line.

To *Avonmouth, Cardiff and Swansea*.—Concordia, Aug. 13; Kastalia, Aug. 27—both Cunard-Donaldson Line; Norwegian, White Star Line, July 30; a steamer, Dominion Line, Aug. 27.

To *Glasgow*.—Sulairia, July 22 and Aug. 19; Athenia, July 29 and Aug. 26; Letitia, Aug. 12—all Anchor-Donaldson Line.

To *Newcastle and Leith*.—Cairnglen, July 29; Cairnross, Aug. 12; Cairnesk, Aug. 26—all Cairn-Thomson Line.

To *Dundee*.—Cairnross, Cairn-Thomson Line, Aug. 12.

To *Belfast*.—Torr Head, Head Line (cargo accepted for Londonderry), July 20.

To *Dublin*.—Torr Head, Head Line, July 20 (cargo accepted for Cork).

To *Antwerp*.—Beaverford, July 22 and Aug. 26; Beaverdale, Aug. 5; Beaverbrae, Aug. 12; Beaverhill, Aug. 19—all Canadian Pacific; Evanger, County Line, Aug. 25.

To *Havre and Antwerp*.—Hada County, July 25; Brant County, Aug. 9; Evanger, Aug. 25—all County Line.

To *Rotterdam*.—Grey County, July 28; Kings County, Aug. 5; Lista, Aug. 24—all County Line.

To *Hamburg*.—Beaverburn, Canadian Pacific, July 29; Hagen, July 27; Remscheid, Aug. 26—both Hamburg American-North German Lloyd Line (also call at Bremen).

To *South France and Italian Ports*.—Valfiorita, July 24; Valleluce, Aug. 15—both Lloyd Mediterraneo Italian Service.

To *Scandinavian and Baltic Ports*.—Korsholm, Swedish-American-Mexico Line, Aug. 4.

To *Norwegian Ports*.—Topdalsfjord, Norwegian-American Line, second half July.

To *St. John's, Nfld., and St. Pierre-Miquelon*.—Silvia, Furness-Red Cross Line, July 30; Belle Isle, Newfoundland-Canada SS., July 21 and Aug. 4 and 18.

To *Cornerbrook, Nfld.*—North Voyageur, July 18; New Northland, July 26—both Clarke SS. Co.

To *Hamilton (Bermuda), Puerto Rico, St. Kitts, Antigua, St. Lucia, Guadeloupe, Martinique, Barbados, St. Vincent, Grenada, Trinidad and Demerara*.—Colborne, July 29; Cornwallis, Aug. 12; Chomedy, Aug. 26—all Canadian National.

To *Hamilton, Bermuda; Nassau, Bahamas; Kingston, Jamaica; and Belize, British Honduras*.—Cavelier (does not call at Hamilton or Nassau), July 22 and Aug. 19; Lady Somers, July 28 and Aug. 25; Cathcart (calls at St. Georges but not at Hamilton or Nassau), Aug. 5; Lady Rodney, Aug. 11—all Canadian National.

To *Bermuda, St. Kitts, Antigua, Guadeloupe, Dominica, Martinique, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo*.—A steamer, Ocean Dominion SS. Corp., July 27.

To *Brisbane, Sydney and Melbourne*.—Canadian Victor, Canadian National, July 30 (also calls Adelaide).

To *Auckland, Wellington, Lyttelton, Dunedin, Melbourne, Sydney and Brisbane*.—Canadian Cruiser, July 23 (calls Napier); Canadian Challenger, Aug. 27—both Canadian National.

To *West and South African Ports*.—Mattawin, Elder Dempster & Co., Ltd., July 25.

### From Halifax

To *Liverpool*.—Nova Scotia, July 26; Newfoundland, Aug. 16—both Furness Line.

To *London*.—London Corporation, July 26; London Exchange, Aug. 23—both Furness Line.



To *Gothenburg*.—Drottingholm, July 18; Gripsholm, Aug. 1; Kungsholm, Aug. 17—all Swedish-American Line.

To *St. John's, Nfld., and St. Pierre-Miquelon*.—Fort St. George, July 19 and Aug. 2; Nerissa, July 26 and Aug. 9—both Furness-Red Cross Line; Nova Scotia, Furness Line, July 26 (does not call at St. Pierre).

To *St. John's, Carbonear and Port Union, Nfld., and St. Pierre*.—Magnhild, Newfoundland-Canada SS., July 28 and Aug. 11 and 25.

To *Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara*.—Lady Nelson, July 26; Lady Hawkins, Aug. 9; Lady Drake, Aug. 23—all Canadian National.

To *Santiago (Cuba) and Kingston (Jamaica)*.—Andalusia, July 20 and Aug. 17 (calls at Montego Bay and other Jamaican outports); Calabria, Aug. 3 and Aug. 31—both Pickford & Black, Ltd.

To *Bermuda, St. Kitts, Antigua, Guadeloupe, St. Lucia, Dominica, Martinique, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo*.—A steamer, Ocean Dominion SS. Corp., Aug. 1.

To *Hamilton (Bermuda), Nassau (Bahamas), Kingston (Jamaica), and Belize (British Honduras)*.—Cavelier (does not call at Hamilton or Nassau), July 25 and Aug. 22; Cathcart (calls at St. Georges, Bermuda, but not at Hamilton or Nassau), Aug. 8—both Canadian National.

To *Hamilton (Bermuda), Puerto Rico, St. Kitts, Antigua, St. Lucia, Guadeloupe, Martinique, Barbados, St. Vincent, Grenada, Trinidad and Demerara*.—Chomedy, July 19 and Aug. 30; Colborne, Aug. 2; Cornwallis, Aug. 16—all Canadian National.

### From Saint John

To *Alexandria, Port Said, Suez, Aden, Karachi, Bombay, Colombo, Madras, Rangoon and Calcutta*.—A steamer, American and Indian SS., July 25 (cargo accepted for other Eastern ports, also for British East African ports).

To *Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara*.—Lady Nelson, July 18 and Aug. 29; Lady Hawkins, Aug. 1; Lady Drake, Aug. 15—all Canadian National.

To *Kingston and Jamaican Outports*.—I. K. Ward, United Fruit Line, July 23.

### From Quebec

To *Southampton*.—Empress of Britain, July 20 and Aug. 6 and 20; Empress of Australia, Aug. 25—both Canadian Pacific.

### From New Westminster

To *United Kingdom Ports*.—Springbank, Canadian Transport Co., July 25.

To *Shanghai and Hongkong*.—Nansenville, Balfour Guthrie & Co., July 24.

To *Japanese Ports*.—Norfolk Maru, Yamashita Shipping Co., July 23.

To *Australian Ports*.—A steamer, July 20.

### From Vancouver

To *Yokohama, Kobe, Shanghai and Hongkong*.—Heian Maru, Nippon Yusen Kaisha (also calls Osaka) Aug. 11; Tantalus, Aug. 8; Tyndareus (calls Miiki), Aug. 28—both Blue Funnel Line.

To *Yokohama, Kobe, Shanghai, Hongkong and Manila*.—Empress of Japan (calls Honolulu), July 30; Empress of Asia (calls Nagasaki), Aug. 13; Empress of Canada (calls Honolulu), Aug. 27—all Canadian Pacific.

To *Honolulu, Suva, Auckland and Sydney*.—Niagara, Canadian-Australasian Royal Mail Line, Aug. 12.

To *Macassar, Sourabaya, Samarang, Batavia, Singapore, Belawan Deli, Penang, Rangoon and Calcutta*.—Bintang, Silver-Java Pacific Line, Aug. 7.

To *Auckland, Wellington, Melbourne and Sydney*.—Golden Harvest, Oceanic and Oriental Navigation Co., Aug. 17; Wairuna, Canadian-Australasian Royal Mail Line, July 23 (also calls Papeete, Lyttelton, Dunedin and Adelaide).

To *Liverpool, London, Southampton and Rotterdam*.—Dinteldyk, Aug. 1; Loch Katrine, Aug. 14; Damsterdyk, Aug. 28—all North Pacific Coast Line.

To *London, Hull, Bergen and Oslo*.—Benjamin Franklin, July 24; Laurits Swenson, Aug. 15—both Fred Olsen Line.

To *Manchester*.—Pacific Enterprise, Furness (Pacific) Limited, July 23.

To *Scandinavian Ports*.—Buenos Aires, July 23; Axel Johnson, Aug. 17; Balboa, Aug. 27—all Johnson Line.

To *Port of Spain (Trinidad) and Bridgetown (Barbados)*.—A steamer, Canadian Transport Co., Ltd., August.

To *Rio de Janeiro, Santos, Montevideo and Buenos Aires*.—Villanger, Aug. 2; Hindanger, Sept. 10—both Westfal-Larsen Co. (cargo accepted for Pernambuco, Bahia, Rosario, Santa Fé and other ports).

CANADIAN GOVERNMENT TRADE COMMISSIONERS

**Argentine Republic**

E. L. McCOLL, B. Mitre 430, Buenos Aires (1). (Territory includes Chile and Uruguay.)  
*Cable address, Canadian.*

**Australia**

D. H. ROSS. Address for letters—Box 196C, G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable address, Canadian.*  
*Commercial Agent:* B. MILLIN, The Royal Exchange, Sydney, N.S.W.

**Belgium**

HENRI TURCOT, 98 Boulevard Adolphe Max, Brussels. *Cable address, Canadian.*

**Brazil**

A. S. BLEAKNEY. Address for letters—Caixa Postal 2164, Rio de Janeiro. Office—Ed. Da "A. Noite," Sala 802, Praca Maua. *Cable address, Canadian.*

**British West Indies**

*Trinidad:* ACTING TRADE COMMISSIONER. Address for letters—P.O. Box 125, Port of Spain. Office—Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, and British Guiana.) *Cable address, Canadian.*

*Jamaica:* F. W. FRASER, P.O. Box 225. Office—Canadian Bank of Commerce Chambers, Kingston. (Territory covers Jamaica, Hayti, the Bahamas, and British Honduras.)  
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PAUL SYKES. Address for letters—P.O. Box 160, Dairen, Manchuria. Office—Cornabe Building, 1 Higashi-Koen-Cho, Dairen, Manchuria. (Territory covers Manchuria.) *Cable address, Canadian.*

**Cuba**

JAMES CORMACK. Address for letters—Apartado 1945, Havana. Office address—Calle Obrapia 35, Havana. (Territory includes San Domingo and Puerto Rico.) *Cable address, Canadian.*

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128 **CANADIAN GOVERNMENT TRADE COMMISSIONERS—Con.**

**Italy**

A. B. MUDEIMAN, Via Manzoni Nr. 5, Milan (102). (Territory includes Spain, Portugal, Gibraltar, Canary Islands, Malta, Italian Colonies in Africa, Albania, and Jugoslavia.) *Cable address, Canadian.*

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*Tokyo:* J. A. LANGLEY, Commercial Secretary; RICHARD GREW, Trade Commissioner. Address for letters—P.O. Box F101, Tokyo Central. Office—Imperial Life Assurance Building, Marunouchi, Tokyo. *Cable address, Canadian.*

*Kobe:* ACTING TRADE COMMISSIONER. Address for letters—P.O. Box 230, Kobe. Office—Chamber of Commerce Building, Kobe. *Cable address, Canadian.*

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C. M. CROFT. Address for letters—P.O. Box 33, Auckland. Office—Yorkshire House, Shortland Street, Auckland. (Territory includes Fiji and Western Samoa.) *Cable address, Canadian.*

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**Peru**

C. S. BISSETT. Address for letters—Casilla 1212, Lima. Office—Calle Coca, 478, Lima. (Territory includes Bolivia and Ecuador.) *Cable address, Canadian.*

**South Africa**

G. R. STEVENS. Address for letters—P.O. Box 683, Cape Town. Office—Cleghorn & Harris Building, Adderley Street, Cape Town. (Territory includes Southwest Africa, the Rhodesias, Nyasaland, Tanganyika Territory, and Kenya Colony.) *Cable address, Cantracom.*

**United Kingdom**

*London:* HARRISON WATSON, Canada House, Trafalgar Square, S.W.1. (Territory covers Home Counties, Southeastern Counties, and East Anglia.) *Cable address, Sleighing, London.*

*London:* J. FORSYTH SMITH, Fruit Trade Commissioner, Walter House, Bedford Street, Strand, W.C.2. *Cable address, Canfrucum.* (Territory—for fresh fruit only—covers United Kingdom, Norway, Denmark, Sweden, France, Holland, Belgium, Germany, and Spain.)

*Liverpool:* H. R. POUSSETTE, Century Bldgs., 31 North John Street. (Territory covers North of England, Lincolnshire, North Midlands, and North Wales.) *Cable address, Canadian.*

*Bristol:* DOUGLAS S. COLE, Sun Building, Clare Street. (Territory covers West of England, South Wales, and South Midlands.) *Cable address, Canadian.*

*Glasgow:* GORDON B. JOHNSON, 200 St. Vincent Street. *Cable address, Cantracom.*

**United States**

*New York City:* FREDERIC HUDD, 25 Broadway. (Territory includes Bermuda.) *Cable address, Cantracom.*

**Note.—Bentley's Second Phrase Code is used by Canadian Trade Commissioners**

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JUL 25 1932  
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# Commercial Intelligence Journal

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## TABLE OF CONTENTS

	Page		Page
Hay Crop Conditions in England and Scotland .....	129	Exports from Canada to the United States of Agricultural Products, etc. ....	154
Falling Off in Sales of Pianos in the United Kingdom .....	131	Mr. Barré's Itinerary in Canada ....	156
Canadian Cattle Sale at Glasgow....	131	Shanghai Market Prospects for Dry Salt Fish .....	156
Economic Conditions in Scotland....	132	Routing Shipments to China.....	157
Economic Conditions in Jamaica....	132	Artificial Silk Industry and Trade of Japan .....	157
Hog Industry in the Netherlands....	135	Tariff Changes, etc.....	159
Market for Honey in the Netherlands	137	Trade Inquiries .....	163
Conditions in Belgium in 1931—II....	140	Foreign Exchange Quotations.....	164
Trade of Spain in 1931.....	141	Proposed Sailings .....	165
Argentine Hide and Leather Market	144	Commercial Intelligence Service....	167
Leather Market in Peru, Bolivia and Ecuador .....	150		

## HAY CROP CONDITIONS IN ENGLAND AND SCOTLAND

HARRISON WATSON, CANADIAN TRADE COMMISSIONER

London, July 12, 1932.—As far as it is possible to foresee at present, the United Kingdom will require little, if any, imported hay during the coming twelve months. The fine warm weather of the past few weeks has enabled the successful gathering of a fair crop of generally high quality, which, supplemented by the heavy carry-over from last year's hay crop, should suffice for the requirements of the South of England in any case.

Indeed, full confirmation of this position is provided by the official report issued by the Ministry of Agriculture for England and Wales, which reads as follows:

Rapid progress was made with haymaking under excellent weather conditions and at the end of the month a good proportion of the hay had been secured in splendid condition in the southern half of the country. The average yield per acre of seeds hay over the whole country is forecasted at 27½ cwt. per acre or nearly half a cwt. per acre below average. Owing to lack of bottom growth as a result of the backward season, meadow hay is estimated to be about 1½ cwt. per acre less than the average of the last ten years with a probable yield per acre of 19 cwt.

As the above statement relates to the position prevailing on July 1, it should be mentioned that practically ideal conditions have continued up to now.

It should also be stated that whereas the outlook during the late spring pointed to a satisfactory yield of hay, a continuation of cold spells had retarded



growth. It was consequently decided to postpone the report which was usually made from this office at an earlier date, until the result of the cutting and garnering had been definitely ascertained. It was thought probable that the actual yield would in any case be rather below the average, but the equally important question of quality was largely dependent upon the weather experienced just before and during harvesting.

#### THE QUESTION OF PRICE

As matters have turned out, the outlook for Canadian hay exporters is distinctly unpromising, and an additionally unfavourable feature is the extremely low prices at which hay is now being sold in London and elsewhere. In compiling these reports, all the leading London firms who import and distribute hay are consulted. According to their united opinion, domestic hay of good quality and the equivalent of Canadian f.a.q. mixture is being sold at present at about 55 shillings per ton (2,240 pounds) delivered railway trucks. As is pointed out, in the case of Canadian shipments to the Port of London, this is only the equivalent of about 50 shillings c.i.f., in so far that the cost of lighterage, etc., has to be deducted from the delivered price.

It is, moreover, generally thought that with heavy stocks at hand, there is little likelihood of the price advancing to any extent, in which case prices realizable cannot possibly prove profitable to Canadian shippers.

All the same, it must not be overlooked that the intervention of any protracted spell of very hot and dry weather would seriously interfere with the prospects of any second growth of hay, in which event most farmers would be almost certain to retain their surplus hay for the use of their own cattle. Under such circumstances, the importers and distributors would have to look overseas for supplies of any additional quantities of hay required for such districts in the United Kingdom as had experienced a short hay crop—an occurrence which takes place even in years of generally bountiful returns.

Although all the principal Canadian hay shippers keep in close and regular correspondence with the leading United Kingdom importers, it is well to issue a warning note that no hay should be shipped from Canada to the United Kingdom except upon instructions of a reputable distributor.

#### SITUATION IN THE PROVINCES AND SCOTLAND

The Government report already quoted only relates to England and Wales, and, moreover, the views expressed to us by firms consulted refer mainly to South of England conditions. Consequently, with the object of ensuring that this particular report covers the whole of the United Kingdom, the other Trade Commissioners in the United Kingdom have also been consulted.

The position reported by the Bristol office indicates conditions in the West similar to those prevalent in the South and that an average crop of good quality is generally anticipated.

Regarding South Wales, the opinion is expressed that the crop will be about average in quantity, with quality from 50 to 100 per cent better than last year. Dealers there also think that there are no prospects for Canadian supplies. In addition to features already referred to, the closing down of collieries and industrial establishments has seriously decreased the number of horses in use.

The Liverpool Trade Commissioner states that while he has received one or more unfavourable reports—more especially as regards the weight of the yield—the general view is that the hay crop will be about the average, any inferiority in quantity being compensated for by the high quality of the hay.

The Glasgow Trade Commissioner reports that the dominating factor in the hay market in Scotland at the present time is the big carry-over of indif-

ferent quality from the large crop of last year. The market is therefore at present stagnant. The prospects for the 1932 crop are for good-quality hay, as the weather has been very favourable during the past few weeks, but the bulk will be reduced slightly from last year, giving an average crop.

In conclusion, it should not be forgotten that in practically every year some districts of the United Kingdom experience a short yield of hay. In such cases, it is usually found more profitable to import the hay required from overseas than from inland points in the home country. For this reason there is still the possibility of occasional opportunities occurring for inquiries for Canadian hay, and it can therefore only be hoped that the prices offering will be a little more profitable than at present seems likely.

### FALLING-OFF IN SALES OF PIANOS IN THE UNITED KINGDOM

Mr. Harrison Watson, Canadian Trade Commissioner in London, writes under date July 7, 1932, that inquiries are made periodically from Canadian manufacturers of pianofortes, organs, harmoniums, etc., regarding prospects in this country. As it is apparent that some manufacturers do not realize the extent to which the demand for these instruments has fallen away, it is thought useful to reproduce official figures issued by the Board of Trade comparing United Kingdom production in 1930 with 1924, as illustrating the extent to which the older instruments have been displaced by the gramophone. The falling-off has of course been still further accentuated by the popularity of radio.

	1930 No.	1924 No.
Pianos . . . . .	50,120	92,810
Gramophones . . . . .	774,681	276,092
Records (doz.) . . . . .	5,975,000	1,864,000
Organs and harmoniums . . . . .	294	996

### CANADIAN CATTLE SALE AT GLASGOW

G. B. JOHNSON, CANADIAN TRADE COMMISSIONER

Glasgow, July 8, 1932.—The shipment of Canadian cattle per ss. *Sularia*, which was sold yesterday at Merklands Wharf, Glasgow, numbered 443 head. They were of exceptional quality, nearly all polled Aberdeen-Angus crosses, Hereford and Shorthorn crosses—mostly good prime beef or suitable for short keep purposes.

The attendance of buyers was large and representative, farmers being present from Aberdeen and Kincardineshire down to Northumberland, and wholesale and retail beef traders from Dundee, Edinburgh, Glasgow, and the West of Scotland.

The cattle met a steady and sharp demand; about 70 per cent would go for slaughter and 30 per cent for further feeding. Several well-known feeders were attending a sale of Canadian cattle for the first time, and they bought some of the best bullocks on offer.

The black cattle were of excellent quality and sold from £21 to £29 per head; some of the best from £26 to £28 were bought by feeders and were making from 43s. to 48s. 6d. per cwt., with an extreme top of 50s. per cwt. These last were well-finished high-class animals about two years old, and weighing around 10 cwts. each.

The coloured cattle were also of high quality, the Hereford crosses especially being nearly all prime beef, while a larger proportion of the Shorthorn crosses were suitable for short keep. Prices ranged from £18 to £30 per head, which works out at from 40s. to 48s. per cwt.



Beef cattle made about £1 per head more than at the last sale on June 16. A few good bulls also sold dearer, from 27s. to 33s. per cwt.

Generally speaking, the trade was satisfactory in every way. A considerable number of farmers, however, got no cattle at all, and others only secured partial supplies, so that many more of the feeder class of animal could have been readily sold to advantage.

## ECONOMIC CONDITIONS IN SCOTLAND

G. B. JOHNSON, CANADIAN TRADE COMMISSIONER

Glasgow, July 6, 1932.—While no real improvement in industry and trade can yet be discerned in Scotland, at least in the heavy industries, there can be no doubt of the better feeling in the air as the result of a variety of encouraging factors. Real prospects of complete success at Lausanne, and some progress at Geneva, high hopes for Ottawa, the splendid reception of the bold proposals of the Chancellor of the Exchequer for the Conversion Loan—which is by far the largest financial operation in history—and the improvement of the balance of trade following the introduction of the tariff, are the principal reasons for a feeling of confidence in the business community. Furthermore, the success of the visit to Montreal of the Scottish Trade Mission Ship in May has indicated to Scotland industrialists the opportunities which lie in the wake of bold enterprise.

There is as yet no real improvement in the Clyde shipbuilding industry, but after two unprecedented months during which not a single contract for new ships was signed, an order for a 9,000-ton cargo steamer has been placed with Messrs. Lithgows Limited, Port Glasgow, for Messrs. J. & C. Harrison, London. There are prospects for orders for several other vessels for the Clyde, and new inquiries have been more numerous than for many months past, and it would appear that shipbuilding firms throughout the country have building programs in preparation. During the first half of this year Clyde launchings totalled only 16 vessels of about 37,000 tons, as compared with 29 vessels of 103,000 tons for the corresponding period of 1931, which was itself a very low figure.

A more optimistic feeling is apparent in the iron and steel industry, following the announcement of the War Loan Conversion scheme, and the slightly better outlook in shipbuilding circles. Export trade in steel also seems more hopeful, with Canada and Eastern markets better customers.

## ECONOMIC CONDITIONS IN JAMAICA

F. W. FRASER, CANADIAN TRADE COMMISSIONER

Kingston, Jamaica, July 8, 1932.—Taking all circumstances into account, the import trade of Jamaica is keeping up fairly well. There has been, as was inevitable, some shrinkage, which is reflected in the collections of import duties, but this shrinkage, partly due to increased importations from Great Britain, at the preferential rate of duty, at the expense of purchases from the United States, on which the general rate applies, is not so large as the figures showing values would seem to suggest. It is furthermore apparent that Jamaica is feeling the world-wide economic depression less acutely than many other countries. Customs duties collected during the period April 1 to June 18, 1932, totalled £186,943 as compared with £201,228 for the corresponding period of 1931. During the three months ending June 30 last, 13,475 import entries were passed through the Kingston Custom House, this figure being about 20 per cent in excess of the number for the corresponding period of last year. The banks report a moderate

improvement in collections of maturing drafts during the month of June over those of May, but the credit situation generally is not so satisfactory as in normal times. The island's commercial fabric, however, as a whole remains unimpaired.

## MOVEMENT OF PURCHASES

An interesting and significant feature of the present situation is the gradual transference of the island's purchases from the United States, and to a lesser extent from Canada, to the United Kingdom, following the depreciation of sterling which occurred last September, and also to Japan. According to the Jamaica official records, imports into the colony during the first quarters (January to March inclusive) of 1931 and 1932 were as follows:—

	1931	1932
From United States .. . . . . .	£ 382,456	£ 199,315
United Kingdom .. . . . . .	338,863	442,893
Canada .. . . . . .	207,930	170,206
Japan .. . . . . .	7,550	18,949
Other countries .. . . . . .	330,471	232,082*
Total .. . . . . .	£1,267,270	£1,063,445

\* Details not available.

It will be seen that whereas the United States has lost nearly 50 per cent of her trade with Jamaica, Canada about 18 per cent, and "other countries" (except Japan) nearly 30 per cent, the United Kingdom has gained almost 30 per cent and Japan about 172 per cent, as compared with the 1931 period. These are the most recent figures available, but it is believed that when the records for the June quarter are ready they will show an acceleration of the trend disclosed in the above table. The banks doing business in the island report a substantial decrease in dollar and an increase in sterling bills of exchange representing purchases of goods by local importers, which, of course, is to be expected. The energetic "Buy British Goods" campaign which is proceeding in Jamaica, although it by no means ignores the products of other parts of the British Empire than the United Kingdom, serves to stimulate purchases from that country, even though the most powerful stimulus must necessarily be the reduced value of sterling.

## JAPANESE COMPETITION IN THE MARKET

The Japanese trade is, as it were, in a class by itself. These goods are usually sold c.i.f. Jamaica and in sterling, but the main reason for Japan's considerable gain in her share of Jamaica's custom is to be found in the extreme cheapness of Japanese goods. Practically all the rubber-soled footwear seen in the island now comes from Japan; imports from Canada, which used to supply the bulk of the demand, have shrunk to negligible proportions, as shown by the following tables giving imports of these articles during the first two quarters of the present year as compared with those of last year:—

	January to March inclusive			
	1931		1932	
	Dozen Pairs	£	Dozen Pairs	£
From Canada .. . . . . .	408	813	845	1,078
United States .. . . . . .	356	673	.....	.....
Japan .. . . . . .	266	331	3,699	4,315
Other countries .. . . . . .	14	15	212	292
Total .. . . . . .	1,044	1,832	4,756	5,685
	April to June, inclusive			
	1931		1932	
	Dozen Pairs	£	Dozen Pairs	£
From Canada .. . . . . .	794	1,351	72	91
United States .. . . . . .	76	117	.....	.....
Japan .. . . . . .	643	530	9,426	7,663
Other countries .. . . . . .	48	65	217	313
Total .. . . . . .	1,561	2,063	9,715	8,067



The insignificant imports from "other countries" represented purchases from the United Kingdom, Germany, Czechoslovakia, and one or two other countries.

These figures indicate not only a transfer of custom from Canada to Japan, but also a considerable increase in the Jamaican demand for rubber-soled footwear during 1932. It is probable that some of this gain has been made at the expense of the trade in leather footwear; but a considerable portion of it represents new business in a field where cheapness rather than durability is the most vital factor in determining sales. Thousands of Jamaicans of the poorer classes (especially in the rural districts), who went barefoot up to quite recently, now buy cheap Japanese rubber shoes, which also sell well in children's makes. This reveals an interesting trend in the country's economic development, showing that a cheap article will create its own demand.

It is known also that in silk piece goods and various articles of wearing apparel imports from Japan have notably increased during the first six months of the present year. Much of these imports, and also of rubber-soled shoes, are routed via London.

#### PRODUCTION AND MARKETS

The following table indicates that the volume of Jamaica's export trade is being fairly well maintained:—

	Quantities Exported	
	1931 Jan. 1 to June 27	1932 Jan. 1 to June 25
Bananas . . . . .	10,067,325	9,261,016
Cocoa . . . . .	28,844	26,451
Coconuts . . . . .	18,070,591	18,219,572
Copra . . . . .	3,690,658	3,680,075
Coffee . . . . .	5,701,557	5,599,274
Dyewood . . . . .	10,517	12,999
Dyewood extract . . . . .	2,909	2,979
Ginger . . . . .	10,123	10,204
Grapefruit . . . . .	25,754	36,223
Honey . . . . .	102,561	119,534
Oranges . . . . .	6,306	38,462
Orange oil . . . . .	30,164	34,025
Pimento . . . . .	40,280	34,772
Rum . . . . .	176,850	79,853
Sugar . . . . .	25,462	24,743

Despite low prices, the island's agricultural industries are carrying on, and are, on the whole, in a satisfactory condition. The considerable increase in shipments of citrus fruit during 1932 would seem to justify the hope that this industry will be developed in a really large way during the next few years.

The factory which is being erected in Kingston for the manufacture of edible oil for the local trade (see *Commercial Intelligence Journal* No. 1475: May 7, 1932) is now nearing completion and will probably commence working in the near future. Plans are also afoot to start a factory to make cement, for which, it is claimed, an abundance of raw material is available in the island. The promoters of the scheme hope eventually to obtain a substantial portion if not all of the local demand for cement, which amounts to about 125,000 barrels per annum.

As regards public finance, it is understood that the Government, which some few months ago advertised locally for tenders on a loan issue of £200,000 and accepted only £50,000 at an average price of £91 10s. per £100 of stock, will raise the remainder in London, where better offers are likely to be made by investors. Money is now cheaper in London than in Jamaica.

The Kingston municipal authorities will shortly be increasing the public lighting facilities of the city, and are considering plans for extending the sewerage and water supply systems.

## HOG INDUSTRY IN THE NETHERLANDS

J. C. MACGILLIVRAY, CANADIAN TRADE COMMISSIONER

Rotterdam, June 24, 1932.—The heavy decline in the value of exports of Dutch bacon to the British market has proved to be a severe strain on the hog-raising industry in the Netherlands. With a view to ameliorating the condition of this branch of agriculture, legislative steps are now being taken for the subsidization and centralization of exports, by means of which it is hoped some of the lost ground will be regained.

The hog industry is an important factor in Dutch economic life. The aggregate value of live hogs and hog products was \$28,917,385 in 1930 and \$19,252,400 in 1931, as against imports of similar products during the same two years of only \$84,936 and \$112,400 respectively.

The sharp fall in the value of Dutch pork exports between 1930 and 1931 was due to a number of causes, the principal one of which was the abandonment by the United Kingdom of the gold standard in September last year, which put Dutch producers at an immediate disadvantage in comparison with Danish and Swedish competitors, whose currencies followed the downward movement of the pound. In addition, import quotas in France and higher duties in Germany were further retarding factors.

The value of the exports of Dutch bacon and other hog meats has continued to contract during the first five months of the current year and the total, inclusive of live hogs, came to only \$4,801,200 against \$10,665,600 in 1931. The exports of bacon, nearly all of which go to the United Kingdom, were valued at \$2,015,200 during the same period in comparison with \$6,169,200 for the corresponding period in 1931, so that this one product alone accounts for \$4,154,000 of the drop in value.

The decline is further illustrated by figures recently issued by the Netherlands Department of Agriculture, showing the number of hogs slaughtered for bacon curing in the first quarter of 1932, which dropped to 125,800 animals in comparison with 241,600 in the first quarter of 1931, and the number exported to 105,800 against 223,100.

After Denmark, Holland is the principal exporter of bacon to the United Kingdom. In 1931, by weight, British imports from all sources totalled 11,137,829 cwts., of which Denmark is credited with 7,339,095 cwts. and Holland with 1,000,880 cwts.

### PROPOSED ASSISTANCE TO HOG BREEDERS

In the Netherlands hog breeding is one of the principal sources of income for small farms on the lighter and poorer soils, and on account of the distress in these areas caused by the unremunerative prices, the Government has introduced a bill the object of which is to assist this important branch of agriculture. The preamble to the bill in question states that in general the advice of the Agricultural Crisis Committee will be followed. This committee is an organization which was formed during the past year under Government auspices to assist and advise all branches of agriculture during the present critical period.

In this connection a consequential point which has been taken into consideration as affecting the hog industry is the consumption of skimmed milk as a feedstuff. This is, under normal circumstances, an important outlet for the large surplus of the Dutch dairying industry. The preamble further states that first of all it is necessary to improve the quality of the pork offered, and that to encourage this it will be necessary that breeders get payment for their animals on a quality basis only. In order to simplify putting this into practice, it is intended that there should be a concentration of exports. The proposal is to



control the export of hogs and hog products by setting up a central organization, which will be made up of representatives of the interested parties and will further be under the constant supervision of the Ministry of Labour, Commerce, and Industry.

It is also intended that this organization will either actually do the exporting itself or else supervise and control the exporting done by private firms and individuals, although in the case of bacon, where the advantages of concentration are more apparent, it is believed that the central bureau will itself actually undertake the former duties.

Owing to present low prices, it is realized that for the time being at least losses cannot be avoided in doing business in export markets. In order to offset these, it is planned to secure a revenue in the form of an excise tax on pork sold in the domestic market. The contemplated central organization will be empowered to take the necessary steps to do this, and in fact it is probable that they will control both the internal and external pork and hog trade of the country.

#### FEEES TO BE PRESCRIBED

It is proposed that those having hogs slaughtered in the country will pay a certain fee to the central organization. This can be done with a minimum of difficulty by temporarily supplementing the export regulations in the meat inspection law of 1919 in such a manner that the marketing of slaughtered pigs will be done after certain payment has been made.

It does not necessarily follow that these charges will be heavy, although in order to put the industry on a remunerative basis, it is estimated that an amount of from 0·08 fl. to 0·09 fl. will be required, and that out of every 4 pounds of pork 2½ pounds will be destined for home consumption and 1½ pounds for export. The first 2½ pounds therefore will have to yield about 0·12 fl. extra to subsidize the 1½ pounds which are to be exported. In other words, 0·05 fl. per pound will have to be paid for slaughtering, though it is hoped that the retail price will not be affected by this full amount. This latter figure may be further increased, however, if the home consumption selling price is fixed by the Government.

Should any of these measures have the effect of decreasing the consumption of pork to any great extent, the result will be an increased use of beef; and in view of the very low prices which are also prevailing for this product, such will not be considered disadvantageous.

It is intended that the existing meat inspection service will be charged with the collection of whatever fees may be prescribed, and in cases where no inspection remarks are now necessary (as for instance in the case with home-slaughtered hogs) special regulations will have to be devised.

The central organization will be required to make every endeavour to offer a regular and consistent quality of good bacon to all foreign markets, and whatever losses they may suffer through endeavouring to improve the quality, particularly at the beginning, will be reimbursed by the method referred to above. It is believed that with the machinery contemplated, once it commenced operation, the present distress in the industry can be relieved with a minimum of delay. As soon as the body referred to has been created and the required funds obtained, it can start raising the price of hogs for export.

The cost of those destined for home consumption will be determinable on this basis. It has been expressly stated that it is intended to bring the price to such a level as to cover the necessary costs of production, and it is assumed that a figure of 0·20 fl. per pound live weight, plus four times the cost of feed-stuffs on the spot, will not be far from the actual figure.

#### DANGER OF OVER-EXPANSION IN THE INDUSTRY

An admitted difficulty is to avoid the over-expansion of the industry, and in this connection it has been suggested that at various periods an unremunera-

tive price might be set, although in this case the whole purpose of the measure is being nullified. On the basis of data which is to be compiled subject to the approval of the Ministry of Labour, Commerce, and Industry, the central organization will have authority to fix the number of hogs which may be offered during a certain period such as one year.

In addition the organization will decide how these animals are to be divided among the eleven different provinces of the Netherlands. As regards further division within the provinces, it is intended that provincial organizations should be formed in conjunction with existing agricultural bodies. Every hog breeder who wants to breed or sell hogs will be required to join one of these provincial organizations and will have to agree to abide by their rulings.

There are difficulties in this connection, however, owing to the fact that hog breeders are not always the same individuals who fatten the animals. To make the limitation effective, it will be necessary to control closely the breeding because all hogs when mature will have to be accepted. If it were made applicable to breeders only, the price of young hogs would be kept artificially high. Based on data regarding the breeding and fattening carried on by the various hog dealers, the local organizations under supervision of the high authorities may fix the number of animals which can be kept by each farmer.

Every agriculturist who has a litter of young hogs must have the animals marked before they have reached a specified weight. The draft of the bill therefore prohibits the keeping of hogs beyond a certain maximum weight if they are not provided with a prescribed mark.

As it now stands the contemplated legislation is meeting with some opposition from those who will be affected by the higher price which will ensue on the domestic market. It is believed, however, subject to certain amendments, that it will eventually become law.

## MARKET FOR HONEY IN THE NETHERLANDS

RICHARD P. BOWER, ASSISTANT TRADE COMMISSIONER

[1 kilo equals 2.2 pounds; 1 metric ton equals 2,205 pounds; 1 florin equals \$0.402 at par]

Rotterdam, June 6, 1932.—For the past three years Holland has been the second best market for Canadian honey, being surpassed in that period only by the United Kingdom. For the fiscal year ended March 31, 1931, over 14 per cent of the exports of Canadian honey came to this market. Dutch imports from all countries for the past five years have averaged 3,634 metric tons per annum, of which Canada has supplied 5 per cent by bulk.

There is an annual average production of 1,500 metric tons, and exports in 1931 totalled 48 tons valued at \$7,600; Netherlands India and Germany were the principal destinations. The per capita consumption is roughly 14 pounds per annum; but by far the greatest portion of this honey finds its way into factories, where it is manufactured into a variety of cakes and confections. Actual domestic table consumption is not above average.

### LOCAL INDUSTRY

The domestic industry, which is an old and well-established one, is not confined to any particular section of the country, although it has reached its greatest importance in the province of North Brabant and Gelderland. The climate is not particularly suited to this branch and though the winter season is decidedly milder than in Canada, it is not appreciably shorter. The large amount of rain usually experienced during the summer is also a disadvantage.



## CONDITIONS IN 1931

Generally speaking, the industry during 1931 has not felt the effects of the present economic depression to the same extent as many other industries. The fall in the price of honey has not been so catastrophic as in the case of (say) sugar and wheat, and in addition, the currencies of the principal honey exporting countries—Cuba, the United States, and France—were not affected by depreciation. On the whole, the honey crops in the various producing countries were fairly abundant and of good quality.

On the other hand, the stocks in this country and elsewhere in Europe were not large, so that arrivals were sold regularly, although at constantly decreasing prices. Quantitatively, receipts were somewhat larger than usual. One of the principal factors influencing the decrease in the price of honey during the year was the restriction placed in the way of imports by Germany, the largest consumer in Europe, large supplies ordinarily intended for that market having to be diverted to other countries where they tended to cause a "glut."

The quotations for first-class foreign honey decreased during the past year as follows: flower honey from 33 fl. per 100 kilos (6 cents per pound) to 26 fl. per 100 kilos ( $4\frac{7}{10}$  cents per pound). The price of French buckwheat honey, on the other hand, remained almost constant at 61 fl. per 100 kilos (11 cents per pound). This is due to the fact that sales of the domestic product are increasing in Brittany, where the article is being used more and more for the manufacture of "mead."

Honey which is sold with a Government guarantee seal generally meets with a larger demand, although this does not greatly affect the price.

## USES OF HONEY

While, as has been stated, a normal demand exists in Holland for ordinary table honey, by far the greatest proportion of the imports, as well as of the local production, is consumed in the form of confections manufactured from honey. The principal product under this category is a honey cake used extensively in this country as a breakfast food, and for which a fair export outlet exists.

## IMPORTS OF HONEY

Cuba has long been the principal source of supply of honey for the Netherlands, with France in second place. Details of imports during 1930, 1931, and the first four months of 1932, from principal countries of origin, are as follows:—

Countries of Origin	1930		1931		Jan.-Apr., 1932	
	M. Tons	\$	M. Tons	\$	M. Tons	\$
Germany . . . . .	142	14,800	274	22,000	...	...
France . . . . .	334	59,200	349	65,400	254	46,000
United States . . . . .	261	39,200	414	48,800	63	8,000
Canada . . . . .	145	19,600	258	30,400	46	5,200
Cuba . . . . .	2,309	256,000	2,748	228,400	256	102,400
Mexico . . . . .	.....	.....	93	8,400	69	5,200
Russia . . . . .	.....	.....	.....	.....	89	8,000
Total . . . . .	3,622	464,400	4,399	431,600	2,066	184,000

From the above table it will be seen that Russia is just beginning to make her influence felt on the market. As is usual when products from this country appear, there has been a fall in prices. Offers from Russia have been much lower than those from other countries, and have created a nervous feeling in the trade.

While there are small imports of white clover honey, the price is generally too high to make any substantial volume possible. The big demand is for a dark buckwheat honey, which is the chief ingredient in the honey cakes above referred to. French honey from Brittany is regarded as the standard of this type, but because of the high prices demanded, the volume is not as large as for certain

other varieties. While the sugar content of Canadian honey is not as high as that from Brittany, the two varieties are not dissimilar. Local bakers place the French honey first, while Canadian and Dutch honey compete for second place, with the margin slightly in favour of the domestic product due chiefly to a somewhat better flavour.

Cuban honey is somewhat lighter in colour than Canadian, though the strength and flavour is not so well liked, while the method of packing frequently leaves much to be desired. These factors account for the premium which Canadian honey has usually been able to command. Honey from Chile and Mexico is similar to that from Cuba.

American honey, chiefly from California, is well liked, but the flavour is not considered as good as Canadian.

Russian buckwheat honey from the Ukraine resembles the Canadian product more closely than any other, but the price is much lower—a fact that is largely responsible for a 20 per cent decline in shipments from the Dominion for the first four months of the current year compared with the same period of 1931. Lack of uniformity of quality, however, affects Russian sales, and importers will pay a slight premium for Canadian honey on this score. The placing of orders after inspection of samples covering specific lots has been adopted with a view to meeting the objection to Russian honey.

It is highly probable that the importation of Russian honey, which has really become a factor in recent months, will increase, price being the vital consideration. The Soviets control a commercial office in Rotterdam, which receives large consignments of honey from Russian producers and makes sales direct to the importers, as well as to the actual users. This practice has cut down their marketing costs, as well as enabling them to maintain substantial quantities in stock.

No one honey will ever monopolize the market, however, as for the manufacture of the numerous confections of which honey is one of the ingredients skilful blending of many varieties is required. One manufacturer stated that for the production of their breakfast cakes they used a blend of honey from Havana, Bordeaux, and Brittany, and Russian, Canadian, and Dutch buckwheat honey.

#### PACKING

The most suitable method of packing buckwheat honey for the Dutch market is in barrels. Barrels containing 50 gallons and weighing about 250 kilos (approximately 550 pounds) have been found the most satisfactory. Cuban exporters use these containers and allow a deduction of 12 per cent from the total for tare. New barrels are preferred, and the fact that Canadian shippers have employed clean new barrels, and the Cubans second-hand ones, has helped the former to obtain a premium on their product. This feature was of considerable importance in the past, but, due largely to economic conditions, this factor no longer weighs with importers.

Some Canadian honey has come to this market packed in tins of 60 pounds. This method is not so well liked by importers, since the sale is entirely to the factories, where the barrel has been found much more convenient and economical.

#### METHODS OF DOING BUSINESS

The only satisfactory method of selling foreign honey in the Netherlands is through the medium of local agents, who make sales to the various importers; their commission is from 2½ to 3 per cent. An agreement is in effect between agents and importers in the Netherlands under which the latter will not import direct from foreign producers on condition that none of the agents will deal direct with the large inland users of honey. Certain of the larger users, however, do some business direct with overseas exporters.



Payment is usually made cash against documents, but the tendency has recently been for importers to specify for more liberal credit terms and, in a number of cases, consignment stocks, and this is becoming increasingly prevalent. The long-continued weak market has made it more advantageous and much less risky to obtain supplies nearer at hand, or as an alternative, consignment shipments from abroad.

#### DUTIES

Honey, when imported into the Netherlands in containers of 1,200 grams or less, is subject to an import duty of 10 per cent ad valorem and an excise duty of 24·90 fl. per 100 kilos (\$9.96 per 220 pounds). When it is imported in containers of more than 1,200 grams, it is subject to an import duty of 5 fl. per 100 kilos (\$2 per 220 pounds), with no excise duty.

Artificial honey, when imported in containers of 1,200 grams or less, is subject to an import duty of 10 per cent ad valorem and in addition certain excise duties are imposed.

### CONDITIONS IN BELGIUM IN 1931

HENRI TURCOT, CANADIAN TRADE COMMISSIONER

#### II

##### TRANSPORTATION

*Rail and Road Transport.*—From 1928 to 1931, the financial situation of the Belgian National Railway Company gradually became worse. This state of affairs was chiefly due to the falling off of the goods traffic, which was particularly noticeable during the course of last year. On the other hand, passenger traffic receipts were practically the same as those of the preceding year.

*Shipping.*—Shipping encountered a difficult year in 1930, but last year showed a further regression. During 1931 and 1930 respectively, goods inward amounted to 14,904,000 and 14,866,000 tons, whereas the goods outward totalled 13,071,000 and 14,033,000 tons. In 1931, 17,555 vessels of a gross tonnage of 27,793,000 entered the Belgian ports, as against 18,413 vessels of a gross tonnage of 29,114,000 during 1930. In 1931 the Belgian merchant marine was severely affected by the crisis: out of 141 vessels of a total tonnage of 500,000, 39 units representing a total tonnage of 106,518 were laid up.

##### TOURIST AND HOTEL INDUSTRY

The year 1931 proved unfavourable for the tourist and hotel industry. In addition to a wet and dismal summer, the currency exchange control in Germany deprived many of the Belgian seaside resorts of a great number of German visitors, and the depreciation of the pound sterling caused the number of English tourists to be reduced considerably, while the depression kept a large number of Dutch who used to come to Belgium for their holidays away from this country. Moreover, individual expenditure was much reduced, and the average time spent at the Belgian holiday resorts very much shorter.

##### GENERAL FINANCE

The industrial crisis materially affected the stock exchanges and the price of industrial shares steadily fell throughout the year. A slight rise took place in February, but it was short-lived, and quotations quickly lost all they had gained. A similar movement took place in June on the announcement of the Hoover moratorium, but once again prices quickly dropped to their former levels. Gilt-edged securities were firm until the month of September, when large selling for foreign account caused a short decline. There was a great hesitation on the part of investors to take up long-term securities.

Until September, 1931, gold bills constituted part of the note cover of the National Bank of Belgium, and from then onwards were gradually transformed into gold. Increases in the deposits of earmarked gold as well as very substantial arrivals of gold ingots greatly strengthened the bank's reserve, which passed from 6,701 millions on September 1 to 12,765 millions on December 22. At the end of 1931, paper issues were covered by metal in a proportion of 65.09 per cent. The general trust in the Belgian currency has caused the belga to stand at a premium in the exchange market, even in ratio to the French franc exchange, except in September, when it stood at  $\frac{2}{3}$  of 1 per cent discount.

The departure of Great Britain from the gold standard certainly caused a great deal of damage to Belgium, but only on a limited scale. The sterling bills held by the National Bank of Belgium no longer constitute part of the gold reserve, which is now composed solely of gold metal. Losses on account of the previous sterling portion of cover of the note circulation will be moderate and are to be borne by the State. This provision is all the more equitable since the Treasury has always received the interest on the invested part of the note cover. On the other hand, reduction in indebtedness (expressed in francs) in respect of sterling public loans has retrieved the loss suffered by the Treasury on the sterling portfolio of the National Bank.

In the days following "Black Monday" (September 21) bankers felt some anxiety and largely increased their cash reserves. But public opinion has remained absolutely calm, and orders for substantial withdrawals have not been given to any bank. The quantities of gold demanded at the National Bank for hoarding purposes has been small, but in Belgium, as well as in France, the note circulation has been increasing largely.

It is a remarkable fact that during 1931, which was a particularly difficult year for banks generally, there were no failures among Belgian banks and the few banks which suspended their payments in the course of the first quarter of 1932 were merely establishments of a secondary order with comparatively few liabilities.

*Public Finance.*—As in all other countries, the economic crisis has severely affected Belgian public finance, which was in any case suffering from the increases in estimates caused by the legislation in the country during the last few years. The falling off in receipts, the difficulty in reducing expenditure, and the unforeseen extent of disbursements in connection with unemployment (400,000,000 francs in 1931 against 40,000,000 in 1930) compelled the Government to have recourse to a loan of 1,000,000,000, to heighten taxes, and to reduce the compensation of those in the Government service.

## TRADE OF SPAIN IN 1931

R. W. MCBURNEY, ASSISTANT TRADE COMMISSIONER

[NOTE.—In the following report no conversions of currency have been made, in view of the fact that all values are given in the gold peseta, now used for customs and statistical purposes only. At parity, the gold peseta would be worth Canadian \$0.193.]

Milan, June 23, 1932.—Figures issued by the Spanish Government covering the external trade of the country during 1931 cannot be compared with those for 1930 with any great degree of accuracy, owing to a change in the method of compiling the statistics. The figures for 1931 are based, in the case of imports, on declared values calculated c.i.f. Spanish port or frontier. Export values, on the other hand, are based on declarations made to the customs authorities. In 1930, however, the values of both imports and exports were based on unit values fixed by the National Ministry of Economy.



As accurately as can be judged under these circumstances, imports and exports both showed decreases in quantity as well as in value compared with 1930; while exports, though greater than imports in terms of quantity, were considerably lower in value, as shown in the following tables:—

### Imports

Commodity	1930		1931	
	Tons	1,000 Gold Pes.	Tons	1,000 Gold Pes.
Live animals . . . . .	3,923.0	8,304	2,639.0	2,798
Foodstuffs . . . . .	402,423.0	379,672	388,402.0	170,856
Raw materials . . . . .	4,105,845.0	851,558	2,995,399.0	445,359
Manufactured products . .	1,350,132.0	1,207,765	1,355,305.0	558,088
Bullion and coinage . . .	1.6	233	5.6	425
	<hr/>	<hr/>	<hr/>	<hr/>
	5,862,324.6	2,447,533	4,741,750.6	1,177,526

### Exports

Commodity	1930		1931	
	Tons	1,000 Gold Pes.	Tons	1,000 Gold Pes.
Live animals . . . . .	2,596.0	11,037	4,006.0	3,686
Foodstuffs . . . . .	2,219,585.0	1,385,999	1,901,468.0	658,890
Raw materials . . . . .	7,537,268.0	376,783	4,624,225.0	161,818
Manufactured products . .	195,673.0	525,848	160,836.0	136,486
Bullion and coinage . . .	91.0	157,087	65.6	29,266
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	9,955,213.0	2,456,754	6,690,600.6	990,146

### EXPORTS

In point of value, exports from Spain in 1931 decreased by 59 per cent, while the quantity shipped was 33 per cent less than in 1930. This decrease may be partially attributed to the change in statistical methods previously noted. The heaviest loss was in exports of foodstuffs, which decreased in value by 721,109,000 gold pesetas. Under this heading, exports of oranges fell from 10,845,390 quintals (325,362,000 gold pesetas) in 1930 to 8,552,460 quintals (179,626,000 gold pesetas) in 1931. Exports of dried fruit also decreased, the 1931 figure being 80,231 tons (88,443,000 gold pesetas) as against 97,519 tons (161,591,000 gold pesetas) in 1930.

Shipments of olive oil, of which the 1930 exportation amounted to 106,903 tons (291,043,000 gold pesetas), showed a decrease, the 1931 figure being 93,859 tons (107,361,000 gold pesetas).

There was a slight increase in the quantity of wine exported, which amounted to 287,961 tons in 1931 as against 285,255 tons in 1930; but the value showed a heavy decrease, the 1931 figure being 59,978,000 gold pesetas as against 169,754,000 gold pesetas in 1930.

Under the heading manufactured products exports showed a decrease of 17.8 per cent in quantity and of 74 per cent in value. The loss was chiefly in exports of cotton, for which the 1931 figure was 56,104 quintals as against 71,128 in 1930; chemical products, amounting to 552,263 tons in 1931 as against 696,798 tons in 1930; and in manufactured cork, paper, and silk.

Exports of primary materials in 1931 showed a decrease of 38.6 per cent in quantity and of 57 per cent in value as compared with 1930, the 1931 figure being 4,624,225 tons valued at 161,818,000 gold pesetas.

The chief losses were in shipments of minerals, chiefly iron, which fell from 6,600,000 tons in 1930 to 3,900,000 tons in 1931; untanned skins and hides, for which the 1931 figure was 65,400 quintals as against 97,360 quintals in 1930; unrefined lead, the quantity of which in 1931 was 83,019 tons valued at 26,310,000 gold pesetas as against 89,077 tons valued at 75,715,000 gold pesetas in 1930.

IMPORTS

Imports into Spain in 1931 showed a decrease of 51 per cent in value and of 20 per cent in quantity as compared with 1930, the totals for the year under review being 1,120,574 tons valued at 1,270,007,000 gold pesetas. The decrease was most marked under the headings manufactured products, which showed a decrease of 649,677,000 gold pesetas; and raw materials, showing a decrease of 406,199,000 gold pesetas. Under the former heading, imports of automobiles and parts dropped from 26,557 tons (123,281,000 gold pesetas) to 11,157 tons (30,926,000 gold pesetas). Imports of machinery fell from 70,492 tons (168,461,000 gold pesetas) to 39,050 tons (92,990,000 gold pesetas). Electrical material dropped from 13,227 tons to 9,127 tons. Chemical fertilizers increased in quantity, the 1931 figure being 422,404 tons as against 361,123 tons in 1930, but decreased in value, the 1931 shipments totalling 74,386,000 gold pesetas as against 100,972,000 gold pesetas. Silk yarns dropped from 41,194 quintals in 1930 to 26,095 quintals in 1931, while manufactures of rubber, which totalled 34,964 quintals in 1931, showed a decrease in comparison with the 1930 figure of 57,695 quintals.

Imports of primary materials showed the heaviest decrease in raw cotton, 97,255 tons as against 99,794 tons; lumber, 448,009 tons as against 780,308 tons; coal, 1,700,000 tons (70,149,000 gold pesetas) as against 1,200,000 tons (36,474,000 gold pesetas). Gasolene, petroleum, and other mineral lubricants showed an increase in quantity, the 1931 figure being 661,507 as against 609,664 tons in 1930, but a heavy decrease in value, the total for 1931 being 62,893,000 gold pesetas as against 175,903,000 gold pesetas in 1930.

Imports of fresh eggs and dried vegetables also showed decreases. Fish, fresh, salted, or otherwise prepared, showed a drop from 64,997 tons valued at 66,593 gold pesetas in 1930 to 53,938 tons valued at 33,772,000 gold pesetas in 1931.

TRADE WITH CANADA

According to figures issued by the Dominion Bureau of Statistics, Canadian exports to Spain during 1931 were valued at \$570,407, chiefly consisting of goods under the category agricultural and vegetable products (\$296,714), iron and its products (\$129,041), wood and paper (\$55,031), and non-ferrous metals and products (\$32,927).

Under the first heading, agricultural and vegetable products, the chief item was wheat. Canada supplied practically all the wheat imported into Spain during the year, 15,972 metric quintals out of a total of 15,994 metric quintals.

The heading iron and its products includes trucks and truck chassis as well as agricultural machinery and parts.

Under wood and paper are included shipments of woodpulp for artificial silk. Two of the large plants in the Barcelona district receive part of their supplies from Canada. One or two shipments of fine nickel were made, the heaviest being in August, when 336 cwts. valued at \$11,671 were sent. This metal is chiefly used for currency. Small shipments of asbestos were also made.

From the official Spanish statistics it is impossible to compare Canadian exports to Spain either in regard to those from other countries or in respect of previous years, as no totals of imports from or exports to the various countries of supply or destination are given. Similarly, it is only where imports or exports reach a sizeable figure that they are itemized according to countries of origin or destination.

Imports from Canada into Spain during 1931 were as follows, according to the official Spanish statistics:—

		Gold Pesetas
Trucks, tank trucks and truck chassis (74) . . . . .Kg.	97,976	137,620
Wheat . . . . .M. quintals	15,972	210,518
Powdered milk . . . . .Kg.	3,961	9,245
Automobile tires . . . . .Kg.	300,296	909,040



According to the Dominion Bureau of Statistics, imports into Canada from Spain were valued at \$1,414,361, consisting chiefly of commodities under the headings agricultural and vegetable products (\$1,092,595), wood and paper (\$206,117), non-metallic minerals and products (\$41,966), and miscellaneous products (\$26,426).

The official Spanish statistics list the following commodities exported to Canada during 1931:—

		Gold Pesetas	
Sodium chloride . . . . .	M. Quintals	175,628	132,511
Onions . . . . .	M. Quintals	7,038	93,875
Almonds, unshelled . . . . .	M. Quintals	646	53,768
Almonds, shelled . . . . .	M. Quintals	3,511	759,933
Filberts, shelled . . . . .	M. Quintals	417	86,752
Malaga wine in pipes . . . . .	Hecto.	4,925	280,412
Jerez wine in pipes . . . . .	Hecto.	2,481	260,322
Jerez wine in bottles . . . . .	Hecto.	1,417	340,967
Preserved vegetables . . . . .	Kg.	75,140	45,293
Preserved fruits . . . . .	Kg.	5,000	2,122

## ARGENTINE HIDE AND LEATHER MARKET

E. L. McCOLL, CANADIAN TRADE COMMISSIONER

[The ton referred to in this report is the metric ton of 2,204 pounds]

### VALUE OF IMPORTS

Buenos Aires, June 20, 1932.—In order to arrive at a clear understanding of the Argentine market for foreign leathers, it is advisable to study the country not only as a source of raw material but also with respect to the national production of finished leathers. While Argentine tanners provide the country with all it requires in the lower grades and a portion of its demand for mediums, there is nevertheless a fair market for foreign medium and first-class leathers valued in 1931 at about \$1,000,000 (Canadian). Depression and the influence of tariffs have brought imports of this commodity down to this amount from \$2,500,000 (Canadian) in 1928.

### LIVE STOCK POPULATION

Live stock and agriculture are the foundation of Argentina's wealth. Endless stretches of alfalfa-covered prairie provide a rich pasturage for her herds of cattle and her horses, her flocks of sheep and goats, which on account of the mild climate do not require any cover or stable feeding during the winter, but browse in the open throughout the year. The number of animals recorded by the 1930 census was 32,212,000 cattle, 44,500,000 sheep, 9,860,000 horses, and 5,650,000 goats.

The primitive creole cattle are gradually disappearing in the Argentine. The province of Buenos Aires leads with regard to progress in cross-breeding with pure-bred imported stock. The pureness of the cattle decreases as one gets away from this province, especially towards the north. The cattle most commonly used in the Argentine for cross-breeding is the Shorthorn or Durham, followed by the Hereford and Aberdeen-Angus. The sheep raised in the Argentine are, in order of importance: Lincoln, 70 per cent; Romney Marsh, 20 per cent; and Merinos, 10 per cent.

### CATTLE HIDES

The province of Buenos Aires and the neighbouring territory of bordering provinces produce the best full-grain quality cattle hides. The grain quality decreases as one goes away from this province, especially towards the north, where the hides become plump on account of the decreasing quality of the breed. Argentine hides are divided into a large number of classifications, the principal

one being standard frigorificos, which in turn has many divisions. As the half-dozen large packing plants are engaged principally in export, they confine themselves to a standard type of the best animal available. The general groups into which these frigorifico hides fall are as follows: light steer hides weighing from 18 to 22 kilograms; "extremes," 10 to 20 kilograms; and kips, 4 to 11½ kilograms. These are salted weights.

There is no leather article heavy or light, from machinery belting to a lady's hand bag, which cannot be made from these high-quality hides. They have beautiful full grain, and they can be split to the thinness of parchment for the manufacture of the most delicate articles.

Salted and dried cattle hides and calf skins exported during 1931 were about 20 per cent below the yearly average in number, amounting to 4,992,436 and 1,526,087 respectively. Of the total Germany led all other countries by taking 30 per cent, while the United States came second with 18 per cent. The United States, however, exceeded Germany as a purchaser of salted calf skins.

#### SHEEP SKINS

Some half-dozen of the large packing houses have installed pulling machinery and therefore only sell pickled sheep and lamb skins under the name of "yale" production. These establishments not only put their own skins through the pullers, but they also collect them from other parts of the country. From a half to two-thirds of Patagonian skins are shipped to Buenos Aires for pulling, the remainder being sold dry. The sheep skin is the cheapest raw material for making leather, and it is therefore very popular here with the tanners. The more important frigorificos classify these skins, one category being those most suitable for splitting. Sheep and lamb skins exported during 1931 amounted to 21,613 tons—a normal quantity compared with each of the three preceding years.

#### GOAT AND KID SKINS

Goat and kid skins are sold dried. The "camp" (country) skins are not as well prepared as those dried by the *mataderos* (killing plants). Goat skins are sold on the basis of 9 to 11½ kilograms per dozen and kid skins per hundred of 24 kilograms. Goat and kid skins exported during 1931 amounted to 1,656 tons and 254 tons respectively. The United States takes first place as an importer of goat skins, while France leads with respect to kid.

#### HORSE HIDES

The natural mortality among the 10,000,000 horses of the republic produces a large supply of horse hides which are collected at villages and forwarded to centres for sale either to local tanners or to exporters. Horse hides exported during 1931 amounted to 1,533 tons—a slight decrease from that of previous years. The majority of these hides go to Germany, the United States ranking as purchaser.

#### EXPORTATION OF TANNED HIDES AND SKINS

During 1931 only 50 kilograms of tanned goat skins were exported compared with 2,191 kilograms in 1929. The majority of these shipments went to the United States and Germany. Tanned sheep skins exported during 1931 amounted to 36,621 kilograms, which shows an improvement compared with 33,822 kilograms in 1930 and 12,543 kilograms in 1929. Nearly the whole of these shipments went to Brazil. Tanned cattle hides in the form of patent leather exported amounted during 1931 to 8 tons—a serious setback from the three previous years, which average 33 tons per annum. The majority of these exports went to Brazil and Paraguay. Sole leather exported in 1931 amounted to 37 tons, which is an important increase over previous years. Paraguay takes the major part of this product.



## NATIONAL TANNING INDUSTRY

Before the advent of mechanical refrigeration there was no way of exporting fresh carcasses or quarters to Europe, the result being that only limited quantities of dried and otherwise preserved meats were sent abroad. There was therefore such a surplus of animals that they were killed more for their hides than for their meat. It can readily be understood therefore that Argentina has an abundant supply of cattle, calf, kid, and sheep skins, both for local consumption and for export. The same may be said with respect to horse hides. With this raw material so close at hand, together with the fact that tanning extract taken from the quebracho and other trees are products of the country, it is not surprising that a large number of small tanneries sprang up in the country, some as far back as half a century ago. This industry, protected by a high customs duty, has prospered. Argentina has a population slightly in excess of 10,000,000. Fully 90 per cent of the inhabitants are well shod in leather shoes. During work hours the poorer classes wear *alpargatas*, which are shoes made of canvas with a hemp twine sole, or in the case of domestic servants, rubber-soled canvas shoes.

The growing prosperity of Argentina has in recent years increased her per capita consumption of leather in various fields, and industries manufacturing boots and shoes, leather trunks and valises, fine leather handbags and pocket-books, wearing apparel in the form of waistcoats or windbreaks, leggings, furniture and automobile upholstery, have prospered. The leather shoe industry has developed to such an extent that not one per thousand of the consumption is imported. Until the present depression harness and saddlery makers were having a difficult time owing to the increasing use of the automobile, but their position is improved at present as the farmer is going back to the horse which only costs him about \$20 (Canadian) to purchase and nothing to feed. The register office of a village which two years ago issued 40 sulky licences has given out 600 during the last twelve months, and almost the reverse has taken place with automobiles. This reversion of the farmer to the sulky is general throughout the country. The sulky saves the farmer money during these hard times when he is not making any, because he is not so ready to take his family to town for recreation which may not be within reasonable distance by horse conveyance.

The national tanning industry reached its peak in 1929, when it provided probably 85 per cent of the country's requirements. The remaining 15 per cent consisted partly of skins not to be found in the country, and partly those of better quality and finish than those produced locally. During the present depression production is estimated to have declined 40 per cent. To add to the tanners' difficulties, labour unions have secured legislation shortening the hours of work and thereby involving an increase in production costs estimated at 25 per cent. On account of these troubles they are agitating for more tariff protection, their representatives arguing that the present system of tariffs on leather, which is based on weight, was put in force more than twenty years ago. Since then the public demand for lighter leather has brought about a revolution in the industry, and while the tariff of most countries is based on the square foot, that of Argentina continues to be calculated by weight. Exports of finished leathers are being made to Brazil and to Spain. The leaders of this industry are acutely aware of their inability to compete in the finer qualities—a weakness which they are striving to correct in two ways: by the importation of raw skins not produced locally and by an improvement in workmanship and in the materials employed. Depressed conditions have forced these ideas upon the trade because with an improved product they hope not only to capture more of the local market but to increase their sales abroad.

To suit the individual requirements of small specialized manufacturers, the tanned cow or calf hide may be split in half longitudinal, and further divided according to the following rough proportions: longitudinal edges or bellies, 25 per cent; backs or bends, 45 per cent; shoulders, 25 per cent; and head, 5 per cent.

## Market for Foreign Leathers

### CALF

There is a demand for calf of the finest quality only, both in full grain and colours. Heavy types of Russia calf are in demand, some of which originate from France. There has been a limited call for "dice" grain calf, a perfumed leather for ladies' handbags, but it has fallen off owing to depression. Calf-skins of all classes imported during 1931 amounted to 53,378 kilograms, which is a gradual decrease from 180,000 kilograms in 1928. As a source of supply Germany leads with about 50 per cent of the total. This class of leather is used for everything from shoe tops to ladies' handbags. The kinds and qualities, each for its special use, to be found on the shelves of importers and distributors are so numerous that it is impossible to deal with each in detail in this short general survey of the situation.

National production is estimated at some 400,000 kilograms per annum, the price averaging 15 cents (Canadian) per square foot.

### GOAT

A complete range of black and other coloured goatskins of the best qualities is brought from abroad. Imports for 1931 of all kinds amounted to 8,186 kilograms, a steady decrease from 26,280 kilograms in 1928. The United States and Germany had approximately 33 per cent each of the trade, France and Great Britain following. The national industry produces a fairly good article in this class of finished leather for general use, except for colouring, which is not so good as the foreign article, especially that of Germany. For high-quality work the imported article is used entirely as it possesses a better finish.

Morocco finished goatskins in black and other colours are quoted c.i.f. at from 16½ to 18 pence per square foot. Imports during 1931 amounted to 3,009 kilograms, which is equal to the average of the last four years. The United Kingdom enjoys 75 per cent of this trade, while Germany comes second with about 20 per cent. National tanners produce a very fine leather of this class, but for expensive work the foreign article is preferred.

### KID

During 1931, 32,011 kilograms of kid of all classes were imported—a considerable decrease from the figures of 1928, which stood at 77,647 kilograms. The United States and Germany supplied about 49 per cent and 42 per cent respectively of the requirements; the remainder of the demand was shared by France, Great Britain and Belgium. Some classes of German kid uppers stand high on account of the quality of their colouring. Coloured leathers of this class from Germany are quoted at 1.80 to 1.90 paper pesos per square foot. Chamois and suede types of kid come chiefly from Switzerland and the United Kingdom, while whites and blacks from the United States hold a prominent place.

A few of the well-established trade marks in these first-class kids in suedes and other finishes are the following: "Weilda," "Surpass," "Vode," and "Keystone," all of which are American; "Cornelius," "Meyer," German; and "Grisonne," French.

Kid-skins for glove-making are of lighter and finer quality than those described above, but the quantity imported is so small that the figures are hardly worth discussion.

### SHEEP AND LAMB SKINS

Sheep and lamb skins for all uses imported during 1931 amounted to 11 tons—a heavy decrease from the 41 tons brought in during 1928. The proportions supplied from the principal sources of production were: United Kingdom,



36 per cent; Germany, 24 per cent; United States, 20 per cent; France, 13 per cent.

Black, navy blue, and dark brown sheepskin suedes are popular. Those from France are used for ladies' bags, belts, and in a small way for ladies' uppers. Present quotations are roughly 18 pence c.i.f. for "firsts" or "Class A." If these skins weigh more than three kilograms per dozen, "Class A" work out at 1.25 paper pesos cleared through customs, but when they are under three kilograms per dozen the cost delivered at the importer's warehouse is 1.50 paper pesos per square foot. These prices have a discount of 2½ per cent plus 1¼ per cent for cash against documents. The terms usually allow a customer of good standing from ten days to two weeks to clear the goods and examine them.

National production provides entirely the requirements of the country for the medium and poorer qualities of this class of leather.

#### PATENT LEATHER

Patent leather made from horse hide of first-class quality, soft and pliable for boots, leggings, harness, etc., might be imported if prices were competitive. This does not seem possible in view of the 45 centavos duty which protects a good national product now offered at around 80 centavos. The foreign article which can meet this price and pay the duty must of necessity be too poor in quality. The writer was shown a stock of imported hides which would not sell except at a loss; one reason given was that they were too "boardy" (stiff). Better-class foreign patent leather horse hides are in the main out of price.

*Calf Patent Leather.*—Canadian patent calf leathers meet in competition such marks as the German "Freudenberg," an article which is sold to the importer at approximately 1.45 paper pesos per foot. As duties are 45 centavos, the Canadian c.i.f. Buenos Aires quotation should be approximately 1 paper peso or 28 to 30 cents Canadian. There are a number of well-known brands of kid patent leather in this region which are considered standard. Among these figure prominently "Sterling" American and "Freudenberg" German.

Patent leather kid comes from the United States, Germany, and France. The best grades turned out by national factories are sold to retailers and manufacturers at 1.10 paper pesos per square foot. Subtract the 45 centavos duty, and it is seen that a fairly good class of Canadian patent leather of equivalent quality must be quoted at 65 centavos (20 cents Canadian), less a reasonable commission to the agent. Of course the brands mentioned above obtain an enhanced price because they are established. Some of these leathers bring 65 to 75 cents Canadian per square foot c.i.f.

The national skins are small and of a fine texture, but are not durable. Imported patent kid to compete with the price of the national product would of necessity be of a much coarser pore, and would not produce as fine a looking shoe as would the local product. The total consumption of patent leather per annum is estimated at 350 tons, of which 40 tons are imported.

#### UNCLASSIFIED SKINS

Leather under this heading imported during 1931 and 1928 amounted to 60,634 kilograms and 131,735 kilograms respectively. Countries of origin were as follows: Germany, 52 per cent; France, 25 per cent; United Kingdom, 9 per cent; and United States, 2 per cent.

#### HORSE HIDES

Among the many horse hides imported is that known by the trade mark "Lowenstein." There are different grades of this leather, the best classes selling at 26 paper pesos per kilogram, which is equivalent approximately to 2.80 paper

pesos per square foot. Another mark is "Atlas," selling at about 20 paper pesos per kilogram or 2·10 paper pesos per square foot. These "Lowenstein" and "Atlas" horse hides are soft and pliable. They are used mostly for boots and leggings. At the present time the market is over-stocked with lower grades. Horse hides of all kinds imported during 1931 amounted to 5,861 kilograms, while the average per annum for the three previous years was 18,000 kilograms. Germany supplied 72 per cent of this product, and the United States 22 per cent. The quantity of this leather imported is small in comparison to that of national production, which is estimated at approximately 15,000 hides per month.

#### SOLE LEATHER

Sole leather imported during 1931 amounted to 60,634 kilograms—a severe decline from the 127,000 kilograms of 1928. The United States supplied 93 per cent of this article, while the remainder came from Great Britain and Germany. Local production has made substantial progress in recent years in this commodity.

#### LEATHER HAT BANDS

During 1931, 23,167 kilograms of leather hat bands were imported, as compared with 53,810 kilograms in 1928. Great Britain and Belgium supplied 36 per cent and 33 per cent respectively of this trade, the United States 12 per cent.

#### TANNED HIDES NOT CLASSIFIED

Leather imported under this heading amounted during 1931 to 4,770 kilograms, representing a gradual decrease from 14,445 kilograms in 1928. As sources of supply Great Britain and Germany headed the list, each providing approximately 21 per cent, while the United States followed with roughly 14 per cent.

The percentages given above in all the classifications as to countries of origin are the averages for the years 1928, 1929, and 1930.

#### VALUE OF KNOWING CHARACTERISTICS OF MARKET

With 13 cents Canadian duty per square foot, it would seem that there was only room for the highest quality of any foreign leather. German shippers have broken through this barrier to some extent by making a careful study of the predominant demand for appearance regardless of quality. Realizing that only a small quality field is open to them, and that the tariff stands as a barrier to their chances of winning some trade from the "seconds," they have tried, and successfully so, to reconcile the two, to work these two conflicting markets to their advantage by paying particular attention to finish while at the same time shaving a little on latent quality. German salesmanship in contact with the consumer gets beneath the surface in an extremely thorough and scientific manner, offering a very attractive piece of goods, catching in appearance and better than that made in the country and at a price plus the duty as closely approaching the national article as possible. Particular attention is also paid to packing, so that the leather will arrive in perfect condition and unroll in front of the buyer without a flaw. Climatic conditions and the tariff handicap make it advisable to ship skins of light weight.

#### SOME CONCLUSIONS

From the foregoing details it is apparent that there is an attractive market in Argentina for the best qualities of many kinds of finished leathers, and it will also be noted that in the main importers are now buying from the United States and Germany, the former specializing in standard lines of high quality. The majority of these foreign leathers are sold under trade marks, as this method



creates a confidence in the reliability of the product—a condition which is very vital to an expansion of sales when a high price is being paid by the importer for quality. As a foreign leather is sold on the reputation of its trade mark, this field is not one where a manufacturer may enter when he has a surplus to dispose of and withdraw when he finds he can obtain higher prices elsewhere.

It will have been observed that since 1928 there has been a decided decrease in imports of all classes of finished leather. This is due to three causes: increased tariffs; the commercial crisis, and consequently a decreased demand; and now that business is poor increased efforts on the part of local industry to win some of the quality market now enjoyed by foreigners. Conditions continue to be dull, but there are signs of some upward movement. Notwithstanding the persistent weakening of imports, it is the opinion of buyers that when normal times return the Argentine will become increasingly prodigal in the use of leather, for shoes, harness, and other purposes. Importers are confident that their sales will grow when conditions improve, as a large number of the people demand a quality that cannot be produced locally.

The Canadian Trade Commissioner invites tanners to send by sample post in packages weighing not over one pound small samples with c.i.f. prices of the leathers they prepare, for submission to the trade.

## LEATHER MARKET IN PERU, BOLIVIA, AND ECUADOR

C. S. BISSETT, CANADIAN TRADE COMMISSIONER

### Peru

Lima, June 30, 1932.—Although the population of Peru is estimated at anything from four to five millions, its nature is such that at the outside not more than two millions can be considered as potential purchasers of any type of imported article. The pure Indian class constitutes 40 to 50 per cent of the total, and these very seldom use imported goods. The mixed blood classes form another large part, and having also a low standard of living, they do not provide any appreciable outlet for imported goods. The higher degrees of such types, however, do use leather footwear moderately extensively, especially in the cities and towns, and combined with the white element in the population provide the moderately valuable present market for imported leathers.

### LOCAL PRODUCTION

Peru supports a fairly extensive cattle industry, and thereby supplies the great majority of its leather needs and as well exports moderate quantities of hides and skins. Tanning is one of the country's oldest industries, having been carried on since before the days of the Spanish Conquest. There are about 200 tanneries scattered throughout the country, but the great majority of them are of a primitive character. There are not more than a dozen first-class tanneries in Lima-Callao which are conducted on modern lines, and only a few others in Arequipa and Cuzco. The product of the remainder is of very inferior quality, but it is acceptable to the prevailing demand for leathers for rough work such as saddlery, harness, and furniture uses. Nor is the product of the better-class tanneries comparable with the best types of the imported article. However, due to the clemency of the climate, it is found to be quite suitable for Peruvian needs. Most of the leather is produced by the vegetable-tanning process, quebracho and mangle being used. Fair quantities of chrome-tanned leathers are made. Almost the whole of the domestic production is consumed locally. This is mainly sole leather, but due to high duties recently imposed local tanneries are now producing upper leathers of various kinds, black and coloured, painted and varnished, kid skins, white alum-tanned suedes, and a fair quantity of patent leathers. Some calf leathers are also produced, but only in small quantities as few calves are killed for meat purposes. There is some

tanning of sheep skins in Ayacucho and of seal skins in Arequipa and of the local alpaca and vicuña in the upland areas. The seal skins are used for coloured upper leathers for women's shoes and for patent leathers, which give a very fine grain, superior to those obtained from patent colt.

Generally speaking, the finish of the finer leathers for footwear is poor, and there is considerable variation in quality even from the same tannery. There is no strict grading and no sorting by weight. Local patent leathers usually suffer from "pipy grain," but much progress has recently been made not only in this branch but in that of all the finer leathers, and the product of some of the Lima tanneries now compares very favourably with the imported article. In time Peru will likely become independent of foreign supplies of all kinds of leather.

SOLE LEATHER

Practically no sole leather is imported to-day. Local tanneries supply almost the entire requirements of the shoe industry in this respect. The local product is not considered comparable to the better foreign leathers due to the type of tanning employed and the poor quality of the hides available. However, it is found to be quite suitable to the local climate, as there is scarcely ever any rain in the whole of the Peruvian coastal belt, where the great majority of the purchasing power of the country is concentrated. The imports of sole leather and cut soles in 1930 amounted to only the small sum of S/21,642, which at an average rate of exchange of 43 cents was equivalent to about \$9,300. Three-fourths of this was supplied by the United States and one-fourth by Great Britain.

UPPER LEATHERS

Local tanneries provide about two-thirds of the total Peruvian consumption of upper leathers of all kinds, which amounts to about 2,250,000 square feet annually. The following table shows the imports for 1929 and 1930 of all kinds of leathers for all purposes from the principal countries of supply, including those dressed, tanned or cured, dyed or undyed, painted, varnished, polished or enamelled, and chamois and its imitations, except sole leather, kid skins, hat bands, pressed or calendered and manufactured leathers, belts and belting. It therefore covers the imports not only for the shoe but for the saddlery and harness, the furniture, the bag and trunk and the small leather-goods industries. Much of the greater proportion of the imports is for the shoe industry as the local product is used almost wholly in the others.

Duty: S/4 per legal kilo.

	1930		1929	
	Kilos	Soles	Kilos	Soles
Total . . . . .	32,411	573,063	46,580	806,270
Germany . . . . .	3,806	80,407	2,549	51,920
Belgium . . . . .	746	13,134	489	7,690
United States . . . . .	25,989	440,991	41,336	701,900
France . . . . .	839	17,502	1,664	34,740
Great Britain . . . . .	348	8,251	409	7,490
Holland . . . . .	624	12,337	50	1,440

As will be seen, much the greater part of the imports originate in the United States, which country supplied almost three-fourths of the total in 1930. With the drop in sterling exchange, however, in the latter part of 1931, Great Britain was able to capture a certain portion of this business. The imports of dressed lamb and kid skins amounted to S/45,696 in 1930, and were supplied by the United States 74 per cent and France almost the whole of the remainder. Canada does not appear as a supplier in the years under review, but one Canadian firm entered the market in 1930. As so often happens, it is likely that the small Canadian share of this trade has been credited to the United States. The marked decrease in the imports is due to local competition, which is becoming increasingly severe. The rate of imports for 1931 and for the first five months



of 1932 has continued to diminish, due not only to the above, but also to the successive drops in the value of Peruvian money. The sol is now valued at about 20 cents U.S., which is certain to curtail leather imports in future to a large extent.

#### BUSINESS METHODS

Practically the whole of the business is done through leather brokers or agents who may either buy on their own account or sell on commission. In some cases, however, the larger shoe manufacturers have their own exclusive suppliers overseas. Actually the market is small, importers are few, and suppliers are willing to confine their sales to one good account. The leather broker or agent, however, is an essential link in reaching the smaller buyer. Although there are several modern shoe factories in Peru, there is as well a still surviving contingent of small back-shop shoemakers against whom the modern factories find it difficult to compete. Having practically no overhead expense, little labour regulation, working long hours and with a comparatively low standard of living, these "home factories," most of them family concerns, are still able to compete with the up-to-date methods of the modern establishments. They buy their leather as they need it, and are not usually in a position either to import direct or even lay up stocks in advance. They are not good credit risks, and therefore the intervention of some responsible party is essential. The sum total of the demand from these shops is considerable and should not be neglected in favour only of the larger factories.

The terms in this trade are usually sixty to ninety days D/A, which is usual for most commodities, except perishables, on the West Coast. Exporters interested should communicate with this office, forwarding prices c.i.f. Callao, including 5 per cent selling commission plus samples.

#### Bolivia

The population of Bolivia is estimated at about three millions, but of this number 60 to 70 per cent is composed of Indians. A large part of the remainder is of the mixed blood class. These two groups offer only a very small outlet for imported goods in general, and for this purpose the population should not be estimated at more than half a million people.

#### LOCAL PRODUCTION

There is a fairly well-defined tanning industry in Bolivia, located mainly in the various agricultural districts. The raw material is abundant, as cattle raising is an important occupation, and moderate quantities of hides and skins are exported. Very little of the finer leathers, however, are produced, as the industry is confined mainly to the production of rough leathers for use in furniture, saddlery and harness, and other leather-using trades. Practically all imported leathers are used in the main cities and towns as difficulties of transport make the foreign article too expensive in the outlying sections of the country. The total imports of leathers of all kinds in 1929, the last year for which figures are available, amounted to the small sum of \$60,000.

#### IMPORTS

The principal item in the trade returns is cow, horse, and similar leathers, including sole leather, split and fleshed, and varnished, polished or enamelled. This amounted to Bs.42,475 in 1929, of which the United States supplied 70 per cent, the remainder being divided fairly evenly between Chile, Argentina, Holland, and France. Colt, calf, and sheep leathers of the same kind amounted to Bs.6,652, chiefly originating in Chile. Other unspecified imports of the same description amounted to Bs.158, all from the United States. Calf leathers were next in value with a total of Bs.41,945, of which 58 per cent came from the United States and the remainder from various continental and South American

countries. Russian and box-calf leathers totalled Bs.22,852, supplied by Germany to the extent of 57 per cent and by the United States and France for almost all of the remainder. Kid leathers, except those for gloves, were valued at Bs.21,598, of which 56 per cent came from the United States and 29 per cent from Germany. Goat, sheep, lamb, and cattle leathers totalled Bs.20,667, supplied by Germany 50 per cent and France 38 per cent. Ordinary unfleshed and unsplit cow, horse, and similar leathers, including sole leather of that type, amounted to Bs.1,021, of which 70 per cent came from the Argentine and 20 per cent from Germany. Ordinary colt leathers and sole leather totalled Bs.1,721, mostly from the United States. Pigskins (all from Germany) were valued at Bs.483; and chamois, parchment, glove leathers, and gilded and bronzed leathers were valued at Bs.3,063, of which the United States supplied 80 per cent. All other unspecified items of unmanufactured leathers totalled Bs.1,237.

The only other item of this kind was leathers printed, stamped, or designed in relief amounting to Bs.13,711, of which the United States supplied 77 per cent. One boliviano in 1929 was worth U.S. 39 cents.

### Ecuador

The population of Ecuador is estimated at two millions, but as in all these three territories, the larger part is of Indian blood. A further large portion of the remainder is of mixed blood, and these two classes do not offer much outlet for imported goods of any kind. The possibilities of this territory should not be set at more than the requirements of some 300,000 people.

#### LOCAL PRODUCTION

Cattle raising has always been one of the moderately important occupations, and of recent years it has grown in extent. There is a comparatively large export of hides and skins, and naturally a well-defined tanning industry where the raw material is so abundant. Practically all of the leather required for rough uses is produced locally, the imports being confined to the higher grades or those where technically difficult tanning or finishing processes are required.

#### IMPORTS

For the year 1930 the principal item, amounting to Su.349,117, was composed of cow, horse, and similar leathers from large animals not elsewhere mentioned, split and fleshed, and varnished, polished or enamelled. This was supplied almost wholly by the United States. Similarly, leathers of these animals unsplit and unfleshed, but varnished, polished and enamelled, amounted to Su.27,140, and these leathers untreated as above to Su.233. Sole leather was valued at the very small sum of Su.4,888. Practically all of the sole leather required is produced locally.

Calf leathers were second in importance with a value of Su.160,140, and were supplied by the United States 84 per cent and France 10 per cent. Goat skins had a value of Su.7,885, kid skins amounted to Su.5,594, and sheep skins to Su.784, all mostly from the United States. Chamois, parchment skins, and glove leathers totalled Su.11,351, of which the United States supplied 51 per cent and France 35 per cent. Colt and calf leathers split and fleshed and varnished, polished or enamelled totalled Su.5,890, mostly supplied by the United States. All other kinds of varnished, polished or enamelled leathers had a value of Su.3,299, divided fairly evenly between the United States and Germany. All other unclassified leathers were valued at Su.26,295, almost wholly from the United States. Manufactured leathers such as those carrying designs in relief, figures and figure-work, burnt work and so forth, totalled Su.22,656, also mostly from the United States.

As the value of the sucre in 1930 was 20 cents U.S., the total imports were worth about \$125,000.



EXPORTS FROM CANADA TO THE UNITED STATES OF PRINCIPAL COMMODITIES SUCH AS ARE PRODUCED ON CANADIAN FARMS, OR MANUFACTURED DIRECTLY FROM SUCH FARM PRODUCTS, DURING THE MONTH OF, AND TWELVE MONTHS ENDING JUNE, 1921, 1930, 1931, AND 1932, WITH UNITED STATES TARIFF RATES IN FORCE

(COMPILED BY THE EXTERNAL TRADE BRANCH, DOMINION BUREAU OF STATISTICS; AND THE FOREIGN TARIFFS DIVISION)

Commodities	Month of June					Twelve Months ending June					United States Tariff					
	1930					1931					12 m. end. June 1930			12 m. end. June '31-'32		
	1921	1930	1931	1932	1921	1930	1931	1932	1921	1930	1931	1932	1921	1930	1931	1932
Animals (exc. for improv't of stock).....No.																
Cattle.....\$	3,059	7,507	3,338	559	297,826	190,515	22,481	18,651	Free	22,481	22,481	18,651	Free	22,481	22,481	18,651
Horses.....No.	57,267	304,856	78,298	32,145	21,240,091	9,834,282	763,858	649,890	Free	763,858	763,858	649,890	Free	763,858	763,858	649,890
.....\$	42,265	8,475	10,757	12,353	579,544	118,593	124,858	198,007	10%	124,858	124,858	198,007	10%	124,858	124,858	198,007
Poultry.....No.	23,505	11,885	1,722	485	737,122	615,903	81,106	53,167	3c. per lb.	81,106	81,106	53,167	3c. per lb.	81,106	81,106	53,167
.....\$	1,807	5,886	701	121	808,063	514,700	49,858	59,109	Free	49,858	49,858	59,109	Free	49,858	49,858	59,109
Sheep.....No.	10,232	.....	.....	.....	1,676,445	28,897	244	826	Free	244	244	826	Free	244	244	826
.....\$	52	6	.....	.....	25,579	124,343	42,701	31,591	10c. bush.	42,701	42,701	31,591	10c. bush.	42,701	42,701	31,591
Fruits—	318	45	.....	.....	113,424	560,424	219,540	150,165	1c. per lb.	219,540	219,540	150,165	1c. per lb.	219,540	219,540	150,165
Apples, green or ripe.....Brl	.....	.....	.....	.....	.....	.....	.....	.....	Free	.....	.....	.....	Free	.....	.....	.....
Apples, dried.....Lb.	.....	.....	.....	.....	.....	.....	.....	.....	Free	.....	.....	.....	Free	.....	.....	.....
Berries, fresh.....Lb.	17,828	40,066	218,176	1,040	390,364	4,524,349	7,418,461	2,360,961	1c. per lb.	7,418,461	7,418,461	2,360,961	1c. per lb.	7,418,461	7,418,461	2,360,961
Grains—	.....	3,796	15,472	56	.....	492,847	608,261	210,205	1c. per lb.	608,261	608,261	210,205	1c. per lb.	608,261	608,261	210,205
Barley.....Rush	.....	45	45,374	112	298	88,324	678,508	9,375	15c. bush., 48 lb.	678,508	678,508	9,375	15c. bush., 48 lb.	678,508	678,508	9,375
.....\$	.....	33	13,615	73	42	63,997	23,927	2,987	20c. bush., 48 lbs.	23,927	23,927	2,987	20c. bush., 48 lbs.	23,927	23,927	2,987
Beans.....Bush	.....	4	3,334	.....	4,918	234,516	13,027	2,975	25c. bush., 60 lb.	13,027	13,027	2,975	25c. bush., 60 lb.	13,027	13,027	2,975
.....\$	.....	18	4,520	.....	20,968	779,798	29,633	7,203	Free	29,633	29,633	7,203	Free	29,633	29,633	7,203
Buckwheat.....Bush	13,705	8,228	1,905	916	248,258	165,357	435,412	21,564	10c. per 100 lb.	435,412	435,412	21,564	10c. per 100 lb.	435,412	435,412	21,564
.....\$	19,952	6,965	1,053	694	301,766	145,048	834,773	9,667	16c. bush., 32 lb.	834,773	834,773	9,667	16c. bush., 32 lb.	834,773	834,773	9,667
Oats.....Bush	469,366	3,457	2,655	6,871	2,300,999	20,308	834,773	33,863	1c. per lb.	20,308	20,308	33,863	1c. per lb.	20,308	20,308	33,863
.....\$	203,852	2,037	898	2,703	1,531,623	14,000	165,684	11,716	10c. bush., 60 lb.	14,000	14,000	165,684	10c. bush., 60 lb.	14,000	14,000	165,684
Peas, whole.....Bush	16,502	2	.....	716	76,069	19,713	7,359	59,740	1c. per lb.	19,713	19,713	59,740	1c. per lb.	19,713	19,713	59,740
.....\$	22,515	5	.....	1,030	301,376	84,512	31,953	99,390	20c. bush., 60 lb.	31,953	31,953	99,390	20c. bush., 60 lb.	31,953	31,953	99,390
Peas, split.....Bush	200	.....	.....	.....	4,405	159	.....	.....	15c. bush., 56 lb.	.....	.....	.....	15c. bush., 56 lb.	.....	.....	.....
.....\$	490	43	241	100	483,115	85	261	207	Free	261	261	207	Free	261	261	207
Rye.....Bush	1,310	75	70	50	837,239	120	106	149	Free	106	106	149	Free	106	106	149
.....\$	1,925	699,215	67,413	21,637	48,342,695	6,654,331	9,292,145	4,530,346	42c. bush., 60 lb.	9,292,145	9,292,145	4,530,346	42c. bush., 60 lb.	9,292,145	9,292,145	4,530,346
Wheat.....Bush	552,233	687,361	40,401	11,239	101,997,224	7,116,221	6,580,885	2,502,013	Free if wheat products, otherwise 15% ad val.	6,580,885	6,580,885	2,502,013	Free if wheat products, otherwise 15% ad val.	6,580,885	6,580,885	2,502,013
.....\$	947,024	173,083	207,128	46,269	1,121,086	1,240,910	3,070,807	1,424,452	Free	3,070,807	3,070,807	1,424,452	Free	3,070,807	3,070,807	1,424,452
Grain Products—	197,918	205,347	137,905	27,423	1,703,625	1,806,317	2,847,931	793,096	7½% ad val. if from wheat; otherwise 15% ad val.	2,847,931	2,847,931	793,096	7½% ad val. if from wheat; otherwise 15% ad val.	2,847,931	2,847,931	793,096
Bran, shorts and middlings.....Cwt.	197,918	205,347	137,905	27,423	1,703,625	1,806,317	2,847,931	793,096	Free	2,847,931	2,847,931	793,096	Free	2,847,931	2,847,931	793,096
.....\$	6,359	2	511	1	1,286,473	299	1,220	614	Free	1,220	1,220	614	Free	1,220	1,220	614
Wheat flour.....Brl	42,192	14	1,230	.....	6,12,686,807	1,810	4,310	1,963	Free	4,310	4,310	1,963	Free	4,310	4,310	1,963
.....\$	66	1,188	947	1,282	5,453	18,268	10,958	15,793	2c. per lb.	10,958	10,958	15,793	2c. per lb.	10,958	10,958	15,793
Bacon, hams, shoulders and sides.....Cwt.	2,866	53,074	36,000	31,620	191,200	783,545	443,735	436,370	3c. per lb.	443,735	443,735	436,370	3c. per lb.	443,735	443,735	436,370
.....\$	15,366	6,158	146	275	303,232	222,399	7,177	3,736	Free	7,177	7,177	3,736	Free	7,177	7,177	3,736
Peef, fresh, chilled or frozen.....Cwt.	196,736	101,574	2,193	2,790	4,485,133	3,439,189	121,265	38,120	Free	121,265	121,265	38,120	Free	121,265	121,265	38,120
.....\$	.....	.....	.....	.....	.....	.....	.....	.....	Free	.....	.....	.....	Free	.....	.....	.....

Mutton and lamb, fresh, chilled or frozen.....	Cwt.	36	58,420	2,972	69	Free	Mutton 2½c. per lb.; lamb 4c. per lb.
Pork, fresh, chilled or frozen.....	Cwt.	812	1,500,527	69,777	191	Free	¾c. per lb.
Pork, dry-salted and pickled.....	Cwt.	313	7,052	4,885	12,633	Free	¾c. per lb.
Pork, dry-salted and pickled.....	Cwt.	8,669	263,473	477,231	127,631	Free	2c. per lb.
Poultry, dressed or undressed.....	Lb.	5,956	11,825	25,945	6,304	Free	10c. per lb.
Other meats, incl. canned meats, but excluding extracts.....	Cwt.	1,106	1,616	109,402	21,663	Free	6c. per lb.
Milk and milk products—							
Butter.....	Cwt.	148	344	36,602	5,743	Free	20% ad val.
Cheese.....	Cwt.	4,759	412,815	585,147	186,282	Free	12c. per lb.
Cream.....	Gal.	2,705	2,963,980	6,705	891	Free	6c. per lb. but not less than 20% ad val.
Milk, fresh.....	Gal.	306,218	165,131	2,016,382	720,607	Free	14c. per lb.
Milk, condensed and evaporated.....	Cwt.	36,243	12,582	1,349,480	97,769	Free	6c. per lb. but not less than 35% ad val.
Milk powder.....	Cwt.	58,627	2,086,887	4,074,257	1,348,801	Free	30c. per gal. †
Seeds—							
Clover seed, alsike.....	Bush	1,000	4,171	14,151	8,322	Free	3½c. per gal. †
Clover seed, alfalfa and red.....	Bush	8,900	73,034	128,761	69,233	Free	1c.-1½c. lb.
Clover seed, other.....	Bush	691	842,021	952,727	7,688	Free	3c. lb.
Flaxseed.....	Bush	34,754	28,698	2,751	35,603	Free	4c. per lb.
Grass seed.....	Bush	156,277	108,911	2,691	67	Free	1c.-3c. per lb.
Vegetables—							
Potatoes.....	Ton	10,021	450,164	412,187	989,231	Free	56c. bush., 56 lb.
Turnips.....	Bush	141	2,391,233	1,063,327	1,057,566	Free	2c. per lb.
Miscellaneous Products—							
Eggs.....	Doz.	6,850	90,531	99,681	237,887	Free	2c. per lb.
Hay.....	Ton	5,390	2,320,964	5,823,277	5,683,594	Free	50c. per 100 lb.
Maple sugar.....	Lb.	8,732	11,502	42,772	47,551	5%	75c. per 100 lb.
Tallow.....	Cwt.	1,246	103,171	241,860	288,341	15%	80c. per ton, 2,240 lb.
Wool.....	Lb.	17,096	1,733,393	2,665,997	1,912,351	Free	25c. per 100 lb.
Total value of above commodities..	\$	3,241,709	425,932	1,115,987	510,470	Free	3c. per doz.
	\$	2,677,571	192,309	60,568	1,182	Free	10c. per doz.
	\$	3,241,709	116,021	20,057	395	Free	\$4 ton, 2,240 lb.
	\$	3,241,709	32	110,021	589	Free	\$5 ton, 2,000 lb.
	\$	3,241,709	607	3,557	589	Free	8c. per lb. (6c. per lb. since Mar. 7, 1931)
	\$	3,241,709	99,442	504,204	119,418	Free	3c. per lb.
	\$	3,241,709	3,431	2,462,931	3,576,003	Free	3c. per lb.
	\$	3,241,709	8,732	4,761,381	11,001,607	Free	66c. 703
	\$	3,241,709	5,944	1,122,087	2,239,945	Free	3c. per lb.
	\$	3,241,709	891	19,723	6,837	Free	3c. per lb.
	\$	3,241,709	4,692	162,282	46,056	Free	12c.-13c. per lb.
	\$	3,241,709	158,789	7,755,914	4,915,987	Free	24c.-37c. per lb.
	\$	3,241,709	28,300	1,207,694	1,053,235	Free	Some wools free in bond for certain manufacturing.
	\$	3,241,709	216,978	174,170,553	47,320,639	Free	278,251
	\$	3,241,709	611,567	2,308,297	8,849,404	Free	8,849,404

† United States gallon equals about five-sixths of the Canadian gallon.

\*Swiss or Emmenthaler, 7½c. per lb. but not less than 37½% ad val.



### MR. BARRÉ'S ITINERARY IN CANADA

Mr. Hercule Barré, Canadian Trade Commissioner in Paris, will visit the following cities in the course of the tour which he is making in the interest of Canadian trade with France:—

Port Arthur and Fort William... .. July 26	London . . . . . Aug. 5 and 6
Toronto . . . . . July 28 to Aug. 4	Hamilton . . . . . Aug. 8

Canadian firms desirous of being brought in touch with Mr. Barré should communicate, for Toronto, with the office of the Canadian Manufacturers' Association, and for London, Hamilton, and Port Arthur and Fort William, with the Board of Trade or Chamber of Commerce in these cities.

### SHANGHAI MARKET PROSPECTS FOR DRY SALT FISH

BRUCE A. MACDONALD, ASSISTANT TRADE COMMISSIONER

[NOTE.—1 picul equals 133½ pounds; tael at present rate of exchange equals about 30 cents U.S. currency]

Shanghai, June 18, 1932.—Investigation of the market prospects for the coming season in the salt fish trade of Shanghai reveals a general feeling of uncertainty. In the first place, the better-type firms, with one exception, seem uncertain whether to handle the business this year, probably due to two reasons. First, the unsatisfactory conditions in the trade during the past two or three seasons, especially the last; and second, the fact that the single buying organization formed by the Chinese dealers last season, and the presence in Shanghai during the greater part of the season of three representatives of the British Columbia industry, left little scope for their activities. They have all been waiting a decision as to the future of the dealer organization, which has now been dissolved, and the members apparently will revert to the old guild system. The principals of the Chinese import firm which managed the corporation have stated that they do not intend to buy any fish for their own account this coming season unless they can buy after arrival in Shanghai. They state that they will not put up a letter of credit for any shipments, although they will act on a commission basis for any Chinese dealers who wish to buy through them, and who are willing to establish any letters of credit demanded.

This dissolution of the corporation appears to renew the function of the foreign and Chinese import house, but it is to be hoped that it will not influence British Columbia packers and exporters to abandon their plans for a single selling pool. If their plan is perfected, a profitable season seems possible because the anti-Japanese boycott appears to have died down, and the native dealers state they expect no more trouble.

The outcome of the pool proposal in British Columbia is being eagerly awaited by buyers on this side, and it is hoped that it will soon be in operation. The more foreseeing importers and dealers have expressed satisfaction at the prospect of selling arrangements under which prices and shipments will be stabilized.

#### DRY SALT SALMON

The prospects for dry salt salmon, which was introduced from British Columbia for the first time last season, are not good. Last year's salt salmon season was even more disastrous than was that of herring. A large British firm which for the past several years has controlled the China salt salmon trade, with Siberian supplies, had approximately 55,000 piculs still on hand at the end of the season. With the arrival of the warm weather this stock had to be placed

in cold storage, and it is being offered now at 6 taels to 7 taels per picul, but little is being taken up. In addition, the Soviets brought over 30,000 piculs to Shanghai last season, of which they succeeded in selling less than 3,000 piculs. Despite the strongest efforts to dispose of this cargo, they were unable to do so and eventually, although duty had been paid on it and no refund was possible, were forced to ship it back to Vladivostok. The chief factor preventing the sale of these two lots was, of course, the anti-Japanese boycott, the shipments having been erroneously regarded as Japanese.

As a result the market this year has three large lots hanging over it: one amounting to over 50,000 piculs actually in Shanghai; another of at least 30,000 piculs in Vladivostok; and another, of unknown amount, in the hands of the Japanese, which will have to be liquidated in North and Central China market this season. One dealer stated he expected the Japanese fish to sell duty-paid in Shanghai at 5.50 yen per picul. Furthermore, this summer a large salmon run is expected in Siberian waters, so that the supplies of new fish offered will probably be unusually large.

In spite of the discouraging aspects of the situation, there is always the possibility that other factors will arise which will make business for British Columbia possible.

It should be noted by packers and exporters that any dry salt salmon shipped to this market should be gutted. As a result of the shipments of ungutted fish which arrived last year, dealers here state that it has been established that ungutted fish will not stand up under the climatic conditions.

## ROUTING SHIPMENTS TO CHINA

Mr. Bruce A. Macdonald, Assistant Trade Commissioner in Shanghai, writes under date June 17, 1932, that the attention of Canadian exporters to China is drawn to the necessity of giving shipments the fastest possible routing. This is particularly important in the case of samples and trial orders. Several instances have lately been brought to the notice of this office in which firms in Eastern Canada have allowed samples to be shipped by a freight broker in New York who placed them on an American vessel taking six or seven weeks to reach Shanghai, the result being that seven to nine weeks elapsed between the time the goods left the factory and the date on which they reached Shanghai. In one case the carrying vessel was diverted, the ship not touching at Shanghai or even Hongkong, and the goods had to be transhipped from Manila. Exporters cannot be urged too strongly to send samples, and even the first small trial orders to China, via either of the Canadian transcontinental railways and C.P.R. ocean vessels.

## ARTIFICIAL SILK INDUSTRY AND TRADE OF JAPAN

P. V. McLANE, ASSISTANT TRADE COMMISSIONER

Kobe, June 18, 1932.—Conspicuous progress has been made in the artificial silk industry in Japan. Not only has there been a check on importations, but an oversea market is being developed.

### PRODUCTION

With a view to bringing down their production costs, all manufacturers of artificial silk yarn are busy expanding their mills. Last year production amounted to 46,764,120 pounds as against 35,958,960 pounds for 1930, and this year it is estimated it will be about 60,000,000 pounds. Production figures on



artificial silk tissues are not available, but it is known that they are expanding rapidly.

For these reasons the business results of the artificial silk companies have continued comparatively favourable. The net profits for the second half of 1931 slightly increased in spite of the sharp decline in quotations. The paid-up capital of the eight companies engaged in the industry was 58,975,000 yen and the profits totalled 3,263,000 yen as compared with 2,886,000 yen in the first half of the year, showing an average profit of 11 per cent as compared with 9·8 per cent in the preceding period. The lowest rate of profit shown by any company was 3·4 per cent, and the highest 25·6 per cent.

#### PRICES.

The price of artificial silk yarn has shown a considerable decrease since the beginning of 1931. The average price for 120 denier "C" of the principal company was 128·21 yen per 100 pounds in January, 1931, and the top price for the year was 150 yen in April. Prices then fell and in December the low price of 66 was registered. Prices advanced sharply after January of this year, however, and in February, 1932, reached 103 yen. The average price for April fell to 86·75 yen per 100 pounds.

#### IMPORTS

One of the results of the increased production of artificial silk yarn has been a decrease in imports. Imports for the first four months of 1931 amounted to 381,162 pounds, while for the first four months of this year they (principally from Italy) were 34,235 pounds.

#### EXPORTS

The exportation of artificial silk yarn for the first four months of 1931 amounted to 1,074,899 pounds, while for the same period this year exports have totalled 2,713,227 pounds. The chief markets, according to value of artificial yarn exported, were China (634,878 yen), British India (505,619 yen), and Australia (167,994 yen).

The export market for artificial silk tissues, which was greatly depressed during the latter part of 1931 on account of the suspension of the gold standard in Great Britain, higher customs duties in India, and the anti-Japanese movement in China, has shown considerable improvement during the last few months, aided by the suspension of the gold standard and the consequent fall in the value of the yen exchange. Exports for the first quarter of 1932 were valued at 9,800,000 yen as against 9,521,000 yen for the corresponding period of 1931, the principal destinations being British India (3,927,000 yen), Dutch East Indies (1,861,000 yen), Egypt (1,389,000 yen), Straits Settlements (529,000 yen), South Africa (331,000 yen), and the Philippine Islands (304,000 yen).

#### RAYON PULP

To date no pulp for use in the manufacture of artificial silk has been produced in Japan. Japan is dependent on outside sources of supply for part of her requirements for ordinary pulp, and the lack of suitable timber to make high-grade bleached sulphite pulp presents a difficulty in establishing this industry. The consumption of artificial silk pulp by the eight yarn manufacturing companies is estimated at 27,180 tons, but owing to the expansion of manufacturing facilities the requirements are increasing. This pulp, as has been indicated, is all imported from abroad. One Norwegian brand is represented by 75 per cent of the imports and the balance by one Canadian and one United States brand. Prices are understood to range from \$52 (U.S.) to \$58 per long ton c.i.f. Japan. These prices are much lower than they were at this time last year, and at present

there is very keen competition between the various sources of supply. A number of reliable Japanese firms are interested in making new contacts with Canadian producers of artificial silk pulp. In order to promote the sale of a new brand in this market, it is necessary that it be competitive in price and quality with the pulps now in the market; that adequate supplies be distributed to the various mills in Japan, and if at all possible, that an expert should be sent to Japan to give advice on the use of the pulp.

## TARIFF CHANGES AND CUSTOMS REGULATIONS

### Certificates for Butter and Cheese Going to United Kingdom

With reference to the notice in *Commercial Intelligence Journal* No. 1473 (April 23, 1932), page 683, the Department of Agriculture has authorized its dairy produce graders at various centres throughout Canada to sign the certificate of origin, Form 120A (Sale), required for butter and cheese to be entered duty-free in Great Britain when of Empire origin. Advice has been received from Mr. Harrison Watson, Canadian Trade Commissioner in London, that provided these graders are in possession of the facts relating to the manufacture of butter and cheese and are in a position to give the required certificate, and that it is impracticable for the manufacturer's certificate to be produced, the Commissioners of Customs will accept the certificate signed by the Canadian Government graders for the purpose of preference in respect of the goods in question. This arrangement has been made in view of the impracticability of obtaining the manufacturer's certificate in some cases.

### Newfoundland Surtax on Import Duties

By an Act of the Legislature of Newfoundland, effective as from May 1, 1932, to June 30, 1933, a surtax of 3 per cent is levied on import duties, excise duties and taxes on imported goods.

### Newfoundland Tax on Goods Act Amended

The Department of Trade and Commerce has received copy of an amendment to the Tax on Goods Act of Newfoundland, which was passed April 30, 1932. The taxes on dutiable imports (which are in addition to ordinary customs duties) are increased as follows:—

	Former Rate	New Rate
On articles used in the manufacture of goods paying an excise duty . . . . . ad val.	2½%	3¾%
On articles used in the manufacture of other goods, ad val.	3%	4½%
On all other dutiable goods . . . . . ad val.	5%	7½%

Goods exempt from this tax include: goods not subject to customs duty; goods exempted by act of the legislature from taxes, duties or other charges; goods in transit; coal and repair materials for paper and pulp mills; wheat flour; salt beef in barrels; salt pork in barrels; kerosene oil, refined petroleum and gasolene; and domestic coal imported into certain ports.

The taxes under this Act are levied on the cost of the imported goods, free on board, at the seaport of the country from which they are exported directly to Newfoundland.



## United States Import Taxes

The sections of the United States Revenue Act of 1932 pertaining to taxes, to be collected as duties, imposed on certain classes of imported merchandise, as well as regulations issued thereunder, are set forth in United States Treasury Decision No. 45751, dated June 20, 1932, which reads as follows:—

*Sec. 601. Excise Taxes on Certain Articles.*—(a) In addition to any other tax or duty imposed by law, there shall be imposed a tax as provided in subsection (c) on every article imported into the United States unless treaty provisions of the United States otherwise provide.

(b) The tax imposed under subsection (a) shall be levied, assessed, collected, and paid in the same manner as a duty imposed by the Tariff Act of 1930, and shall be treated for the purposes of all provisions of law relating to the customs revenue as a duty imposed by such Act, except that—

- (1) the value on which such tax shall be based shall be the sum of (A) the dutiable value (under section 503 of such Act) of the article, plus (B) the customs duties, if any, imposed thereon under any provision of law;
- (2) for the purposes of section 489 of such Act (relating to additional duties in certain cases of undervaluation) such tax shall not be considered an ad valorem rate of duty or a duty based upon or regulated in any manner by the value of the article, and for the purposes of section 336 of such Act (the so-called flexible tariff provision) such tax shall not be considered a duty;
- (3) such tax shall not be imposed upon any article imported prior to the date on which this title takes effect;
- (4) no drawback of such tax (except tax paid upon the importation of an article described in subsection (c) (4), (5), (6), or (7)) shall be allowed under section 313 (a), (b), or (f) of the Tariff Act of 1930 or any provision of law allowing a drawback of customs duties on articles manufactured or produced with the use of duty-paid materials;
- (5) such tax (except tax under subsection (c) (4) to (7), inclusive) shall be imposed in full notwithstanding any provision of law granting exemption from or reduction of duties to products of any possession of the United States; and for the purposes of taxes under subsection (c) (4) to (7), inclusive, the term "United States" includes Puerto Rico.

(c) There is hereby imposed upon the following articles sold in the United States by the manufacturer or producer, or imported into the United States, a tax at the rates hereinafter set forth, to be paid by the manufacturer, producer, or importer:—

- (1) Lubricating oils, 4 cents a gallon; but the tax on the articles described in this paragraph shall not apply with respect to the importation of such articles.
- (2) Brewer's wort, 15 cents a gallon. Liquid malt, malt syrup, and malt extract, fluid, solid, or condensed, made from malted cereal grains in whole or in part, unless sold to a baker for use in baking or to a manufacturer or producer of malted milk, medicinal products, foods, cereal beverages, or textiles, for use in the manufacture or production of such products, 3 cents a pound. For the purposes of this paragraph liquid malt containing less than 15 per centum of solids by weight shall be taxable as brewer's wort.
- (3) Grape concentrate, evaporated grape juice, and grape syrup (other than finished or fountain syrup), if containing more than 35 per centum of sugars by weight, 20 cents a gallon. No tax shall be imposed under this paragraph (A) upon any article which contains preservative sufficient to prevent fermentation when diluted, or (B) upon any article sold to a manufacturer or producer of food products or soft drinks for use in the manufacture or production of such products.
- (4) Crude petroleum,  $\frac{1}{2}$  cent per gallon; fuel oil derived from petroleum, gas oil derived from petroleum, and all liquid derivatives of crude petroleum, except lubricating oil or gasoline or other motor fuel,  $\frac{1}{2}$  cent per gallon; gasoline or other motor fuel,  $2\frac{1}{2}$  cents per gallon; lubricating oil, 4 cents per gallon; paraffin and other petroleum wax products, 1 cent per pound. The tax on the articles described in this paragraph shall apply only with respect to the importation of such articles.
- (5) Coal of all sizes, grades, and classifications (except culm and duff), coke manufactured therefrom, and coal or coke briquettes, 10 cents per 100 pounds. The tax on the articles described in this paragraph shall apply only with respect to the importation of such articles, and shall not be imposed upon any such article if during the preceding calendar year the exports of the articles described in this paragraph from the United States to the country from which such article is imported have been greater in quantity than the imports into the United States from such country of the articles described in this paragraph.

- (6) Lumber, rough, or planed or dressed on one or more sides, except flooring made of maple (except Japanese maple), birch, and beech, \$3 per thousand feet, board measure; but the tax on the articles described in this paragraph shall apply only with respect to the importation of such articles.
- (7) Copper-bearing ores and concentrates and articles provided for in paragraph 316, 380, 381, 387, 1620, 1634, 1657, 1658, or 1659 of the Tariff Act of 1930, 4 cents per pound on the copper contained therein: *Provided*, That no tax under this paragraph shall be imposed on copper in any of the foregoing which is lost in metallurgical processes: *Provided further*, That ores or concentrates usable as a flux or sulphur reagent in copper smelting and/or converting and having a copper content of not more than 15 per centum, when imported for fluxing purposes, shall be admitted free of said tax in an aggregate amount of not to exceed in any one year 15,000 tons of copper content. All articles dutiable under the Tariff Act of 1930, not provided for heretofore in this paragraph, in which copper (including copper in alloys) is the component material of chief value, 3 cents per pound. All articles dutiable under the Tariff Act of 1930, not provided for heretofore in this paragraph, containing 4 per centum or more of copper by weight, 3 per centum ad valorem or  $\frac{1}{4}$  of 1 cent per pound, whichever is the lower. The tax on the articles described in this paragraph shall apply only with respect to the importation of such articles. The Secretary is authorized to prescribe all necessary regulations for the enforcement of the provisions of this paragraph.

*Sec. 628. Rules and Regulations.*— . . . The Secretary shall prescribe and publish all needful rules and regulations for the enforcement of this title in so far as it relates to the taxes which under the provisions of section 601 (b) are to be levied, assessed, collected, and paid in the same manner as duties imposed by the Tariff Act of 1930.

*Sec. 629. Effective Date.*—This title shall take effect on the fifteenth day after the date of the enactment of this Act, except that section 628, relating to rules and regulations, and this section shall take effect on the date of the enactment of this Act. No sale or importation after June 30, 1934 (or after July 31, 1934, in the case of articles taxable under section 606, relating to the tax on automobiles, etc., or section 602, relating to the tax on tires and inner tubes, or after June 30, 1933, in the case of articles taxable under section 617, relating to the tax on gasoline), shall be taxable under this title.

*Sec. 1111. Definitions.*—(a) . . . (10) The term "United States" when used in a geographical sense includes only the States, the Territories of Alaska and Hawaii, and the District of Columbia.

The tax imposed by section 601 (a) shall be levied, assessed, collected, and paid in accordance with the Customs Regulations of 1931, as amended, in so far as they are applicable.

In determining the value under the provisions of section 601 (b) (1) of any article subject to an ad valorem rate by virtue of this section, such value shall not include the amount of any tax imposed by the Revenue Act of 1932.

The rates imposed by section 601 (a) are subject to the provisions of the convention between the United States and Cuba ratified on December 11, 1902, and the Act of Congress approved December 17, 1903, chapter 1.

No tax shall be collected under section 601 (a) on merchandise which arrives prior to June 21, 1932, within the limits of a port of entry with intent to unlade. See article 280, Customs Regulations of 1931.

As the total exports of coal, coke, and briquettes described in section 601 (c) (5) from the United States to Canada exceeded the total imports of the same commodities from that country to the United States during the calendar year 1931, and the total exports of such commodities from the United States to Mexico exceeded the total imports from that country during the same period, no tax shall be collected during the calendar year 1932 on such articles imported into the United States from Canada or Mexico.

Regulations concerning the importation of the products described in section 601 (c) (7) of the Revenue Act of 1932, with special reference to the smelting and refining of copper ores, concentrates, and metal in bond, and the entry of ores or concentrates imported for fluxing purposes, will be issued at the earliest practicable date.



### Netherlands Import Restriction on Butter

Mr. J. C. Macgillivray, Canadian Trade Commissioner in Rotterdam, writes under date July 2 that the period for which the restriction on the importation of butter into the Netherlands, referred to in *Commercial Intelligence Journal* No. 1475 (May 7), was applicable, has been extended until December 31, 1932. The quantity of butter which may enter the country during each of the last six months of this year must not exceed 100 per cent of the imports during the corresponding months of 1928, 1929, and 1930.

### Norwegian Control of Foodstuffs of Agricultural Origin

Mr. Frederick H. Palmer, Canadian Trade Commissioner in Oslo, reports under date June 24, 1932, that on June 17 a law was passed in Norway providing for special regulations to be issued for the control of foodstuffs of agricultural origin. These regulations, which have not yet been issued, will provide for qualitative control and marking of the following foodstuffs for both exportation and importation: potatoes and potato flour, eggs, honey, milk and milk products, fresh berries and fruits, vegetables, fruit and vegetable juices and preserves, poultry, meat, garbage, canned goods, sausages and other meat products of horses, cattle, sheep, goats, hogs, and whale.

This law came into force on June 17, 1932.

### France Reduces Use of Foreign Wheat

With reference to the report in *Commercial Intelligence Journal* No. 1482 (June 25, 1932), page 1109, regarding a decrease from 50 per cent to 45 per cent in the foreign wheat allowed in the making of bread flour in France, the Canadian Minister in Paris has advised that this percentage was reduced to 40 per cent by a decree of June 24, to 35 per cent by a decree of June 30, and to 25 per cent by a decree of July 9.

### Proposed Increase of Sales Tax in Belgium

Mr. Henri Turcot, Canadian Trade Commissioner in Brussels, advises that a bill was passed on June 9 by the Belgian Parliament authorizing the Government to increase the sales or turnover tax of 2 per cent to 4 per cent on semi-finished goods, and to 6 per cent on finished articles. In cases where certain goods are at present subject either to a sales tax higher than 2 per cent or to the luxury tax, the sales tax and luxury tax may be increased by 2 per cent and 4 per cent respectively. Goods at present exempt from the sales tax would be liable to a tax of 2 per cent or 4 per cent. The above rates do not include the additional 10 per cent imposed by the law of March 27, 1932, which would still remain in force. Royal decrees, to be published in the *Moniteur Belge*, will determine how and when the additional rates will be applied.

In order to avoid a double imposition of sales or similar taxes, the Government would be authorized to conclude agreements with foreign countries whereby reciprocity tax treatment would be extended on imported products, the material entering into the composition of which may already have been taxed in contracting countries, provided that the tax already levied is not lower than the tax applicable to similar goods of Belgian origin.

### Consular Invoices Required for China

Mr. L. M. Cosgrave, Canadian Trade Commissioner in Shanghai, cables that consular invoices will be required for goods exported to China as from September 1, 1932.

## TRADE ENQUIRIES FOR CANADIAN PRODUCTS

The Trade Inquiries for Canadian products published below have been received since the publication of the last issue of the *Commercial Intelligence Journal*. Interested exporters may secure the names and addresses of the firms making these inquiries, together with further details regarding the commodities required, on application to the Director, Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa, or—

### Secretary, Board of Trade—

St. John, N.B.,	Toronto, Ont.,	Winnipeg, Man.,
Halifax, N.S.,	Woodstock, Ont.,	Vancouver, B.C.,
Quebec, P.Q.,	St. Mary's, Ont.,	New Westminster, B.C.,
Sherbrooke, P.Q.,	Portage la Prairie, Man.,	Prince Rupert, B.C.
Montreal, P.Q.,	St. Boniface, Man.,	

### Secretary, Chamber of Commerce—

Kingston, Ont.,	Peterborough, Ont.,	Victoria, B.C.
Oshawa, Ont.,	London, Ont.,	
Belleville, Ont.,	Hamilton, Ont.,	

Border Chamber of Commerce, Windsor, Ont.

Industrial Commissioner, Stratford, Ont.

La Chambre de Commerce, de Montréal, 25 St. James E., Montreal, P.Q.

### Secretary, Canadian Manufacturers' Association—

Toronto, Ont.,	Winnipeg, Man.,	Vancouver, B.C.,
Montreal, P.Q.,	Edmonton, Alta.,	Victoria, B.C.

The Maritime Provinces Trade Commissioner, 122 Federal Building, Toronto, Ont.

The Bureau of Provincial Information, Victoria, B.C.

**Canadian exporters should, for follow-up purposes, transmit a copy of any reply sent in response to a Trade Inquiry to the Trade Commissioner in the territory from which the inquiry emanated.**

### Foodstuffs

458. DAIRY PRODUCTS.—British firm in Morocco would like to secure agency of a Canadian exporter of dairy products, mainly loaf cheese and condensed milk.

459. CANNED MILK; SALMON; SARDINES.—A European firm of import merchants in Rangoon, Burma, are desirous of forming connection with a view to representation and sales of a Canadian supplier and exporter of canned milk, canned salmon, and canned sardines. C.i.f. prices preferably in sterling should be quoted in first instance with full information and, when practicable, samples or catalogues submitted.

460. CANNED FISH.—A Rangoon firm of import merchants are desirous of getting in touch with British Columbia exporters of canned fish with a view to representing them in Burma. Sardines (Pacific Coast) in tomato sauce are particularly desired. Give full information, particularly c.i.f. prices in sterling, in first instance.

461. FISH.—British firm in Morocco would like to secure agency of a Canadian exporter of canned salmon.

462. CANNED SALMON.—Alexandria firm of importers desire to hear from Canadian packers and exporters of canned salmon. Quotations c.i.f. Alexandria and Port Said.

### Miscellaneous

463. NOVELTIES; SMALLWARES.—A New York purchasing firm desire to hear from Canadian manufacturers of lines similar to those carried by Woolworths' and other chain stores, with a view to shipment to Australia, New Zealand, and South Africa.

464. KRAFT PAPER.—A European firm of import merchants in Rangoon, Burma, are desirous of forming connection with a view to representation and sales for a Canadian supplier and exporter of kraft paper. C.i.f. prices, preferably in sterling, should be quoted in first instance with full information, and, when practicable, samples or catalogues submitted.

465. OLD NEWSPAPERS.—A European import and export firm in Calcutta representing Pacific shipping lines are interested in making connections with a Vancouver or other British Columbia firm in a position to ship old newspapers packed in bales of approximately 560 pounds gross, measuring 15 to 18 cubic feet. Price c.i.f. Calcutta £5 14s. per ton (2,240 pounds).

466. WOOD SQUARES.—A Bristol firm of brush manufacturers propose installing their own plant for manufacture of handles from squares. Hardwood required; birch or maple suitable. Quotations c.i.f. United Kingdom port, with sample of wood. Size 1 inch and 1½ inch, lengths from 2 feet to 4 feet, longer length predominating. Wood free from knots.

467. ROOFING FELTS.—A Calcutta firm are desirous of establishing connections with a firm in Canada in a position to supply roofing felts similar to "Phoenix" brand, medium and heavy quality. Interested Canadian firms should submit samples, prices, and full particulars concerning their product.



468. ASBESTOS PACKING; OIL WELL CASING; BUILDERS' HARDWARE.—A European firm of import merchants in Rangoon, Burma, are desirous of forming connections with a view to representation and sales of a Canadian supplier and exporter of asbestos packing, oil well casing, and builders' hardware. C.i.f. prices, preferably in sterling, should be quoted in the first instance with full information and, when practicable, samples or catalogues submitted.

469. TOOLS.—An Indian firm of engineers and contractors dealing in metal and hardware are desirous of getting in touch with manufacturers wishing to extend their business to India in hammers, shovels, chisels, and hand and railway track tools. Send catalogues and c.i.f. prices Calcutta in first instance. Terms agency.

470. SCREWS, WOOD (IRON, STEEL, BRASS).—An Indian firm of engineers and contractors are desirous of getting in touch with manufacturers wishing to extend their business to India. Terms agency. Send catalogue and c.i.f. prices Calcutta in first instance.

471. METAL FITTINGS, MOUNTINGS AND TUBES.—An Indian firm of engineers and contractors dealing in metal and hardware are desirous of getting in touch with manufacturers wishing to extend their business to India, in the following products: Water main fittings (bib cocks, taps, wheel valves, etc., in brass, iron, and nickel to J.C.S.W.R. standards); boiler tubes and mountings; and wrought iron and galvanized iron tubes  $\frac{1}{4}$  inch-6 inches diameter.

## FOREIGN EXCHANGE QUOTATIONS FOR WEEK ENDING JULY 18

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending July 18, 1932, with the official bank rate. Quotations for the week ending July 11, 1932, are also given for the sake of comparison.

Country	Unit	Nominal	Nominal	Official Bank Rate
		Quotations in Montreal Week ending July 11	Quotations in Montreal Week ending July 18	
Austria . . . . .	Schilling	\$ .1615	\$ .1639	7
Belgium . . . . .	Belga	.1591	.1610	3½
Bulgaria . . . . .	Lev	.0082	.0083	8
Czechoslovakia . . . . .	Krone	.0339	.0344	5
Denmark . . . . .	Krone	.2215	.2230	4
Finland . . . . .	Markka	.0183	.0186	6½
France . . . . .	Franc	.9449	.9455	2½
Germany . . . . .	Reichsmark	.2719	.2757	5
Great Britain . . . . .	Pound	4.0647	4.1246	2
Greece . . . . .	Drachma	.0077	.0079	11
Holland . . . . .	Guilder	.4614	.4675	2½
Hungary . . . . .	Pengo	.2003	.2034	5
Italy . . . . .	Lira	.0583	.0593	5
Jugo-Slavia . . . . .	Dinar	.0205	.0207	7½
Norway . . . . .	Krone	.2018	.2050	4½
Portugal . . . . .	Escudo	.0389	.0383	6½
Roumania . . . . .	Leu	.0068	.0069	7
Spain . . . . .	Peseta	.0924	.0930	6½
Sweden . . . . .	Krona	.2095	.2119	4
Switzerland . . . . .	Franc	.2230	.2262	2
United States . . . . .	Dollar	1.4150	1.1618	2½
Argentina . . . . .	Peso (Paper)	.2948	.2991	—
Brazil . . . . .	Milreis	.0887	.0900	—
Chile . . . . .	Peso	.0693	.0704	5½
Colombia . . . . .	Peso	1.0963	1.1124	6
Mexico . . . . .	Peso	.3085	.3426	6-7
Peru . . . . .	Sol	.2633	.2672	6
Venezuela . . . . .	Bolivar	.1717	.1713	6
Uruguay . . . . .	Peso	.5410	.5489	—
Cuba . . . . .	Peso	1.1440	1.1546	—
Hongkong . . . . .	Dollar	.2673	.2689	—
India . . . . .	Rupee	.3091	.3125	4
Japan . . . . .	Yen	.3148	.3215	5.11
Java . . . . .	Guilder	.4608	.4676	4½
Shanghai . . . . .	Tael	.3446	.3456	—
Siam . . . . .	Baht (Tical)	.....	.....	—
Straits Settlements . . . . .	Dollar	.4851	.4850	—
British Guiana . . . . .	Dollar	.8644	.8772	—
Jamaica . . . . .	Pound	4.1220	4.1537	—
Other British West Indies . . . . .	Dollar	.8644	.8772	—
Martinique . . . . .	Franc	.0449	.0455	—
Guadeloupe . . . . .	Franc	.0449	.0455	—
Australia . . . . .	Pound	3.2534	3.3013	—
Egypt . . . . .	Pound (100 piastres)	4.1689	4.2303	—

## PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

### From Montreal

To *Liverpool*.—Montcalm, July 30 and Aug. 26; Duchess of Bedford, Aug. 5 and Sept. 2; Duchess of York, Aug. 12 and Sept. 9; Duchess of Richmond, Aug. 19; Duchess of Atholl, Aug. 30—all Canadian Pacific; Antonia, Cunard Line, Aug. 4 and Sept. 1; Laurentic, White Star Line, Aug. 20.

To *London*.—Beaverburn, July 29 and Sept. 2; Beaverdale, Aug. 5 and Sept. 9; Beaverbrae, Aug. 12; Beaverhill, Aug. 19; Beaverford, Aug. 26—all Canadian Pacific; Aurania, July 29 and Aug. 26; Corrientes, Aug. 5; Ascania, Aug. 12 and Sept. 9; Alaunia, Aug. 19; Ausonia, Sept. 2—all Cunard Line.

To *Southampton*.—Montrose, Sept. 1; Montclare, Sept. 10—both Canadian Pacific.

To *Manchester*.—Manchester Citizen, July 28 and Sept. 1; Manchester Producer, Aug. 4 and Sept. 8; Manchester Division, Aug. 11; Manchester Brigade, Aug. 18; Manchester Commerce, Aug. 25—all Manchester Line.

To *Avonmouth, Cardiff and Swansea*.—Norwegian, July 30 and Sept. 10; a steamer, Aug. 27—both Dominion Line; Concordia, Aug. 13; Kastalia, Aug. 27—both Cunard-Donaldson Line.

To *Glasgow*.—Athenia, July 29 and Aug. 26; Letitia, Aug. 12 and Sept. 9; Sulairia, Aug. 19—all Anchor-Donaldson Line.

To *Newcastle and Leith*.—Cairnglen, July 29 and Sept. 9; Cairnross, Aug. 12; Cairnesk, Aug. 26—all Cairn-Thomson Line.

To *Dundee*.—Cairnross, Cairn-Thomson Line, Aug. 12.

To *Belfast and Dublin*.—Kenbane Head, Aug. 14; Fanad Head, Aug. 23—both Head Line (cargo accepted for Londonderry and Cork).

To *Antwerp*.—Beaverdale, Aug. 5 and Sept. 9; Beaverbrae, Aug. 12; Beaverhill, Aug. 19; Beaverford, Aug. 26; Beaverburn, Sept. 2—all Canadian Pacific; Evanger, County Line, Aug. 25.

To *Havre and Antwerp*.—Hada County, July 25 and Sept. 9; Brant County, Aug. 9; Evanger, Aug. 25—all County Line.

To *Rotterdam*.—Grey County, July 28 and Sept. 9; Kings County, Aug. 5; Lista, Aug. 24—all County Line.

To *Hamburg*.—Beaverburn, July 29; Montrose, Sept. 1—both Canadian Pacific; Hagen, July 27; Remscheid, Aug. 26—both Hamburg American-North German Lloyd Line (also call at Bremen).

To *South France and Italian Ports*.—Valflorita, July 29; Giorgio Ohlsen, Aug. 15; Valprato, Aug. 25—all Lloyd Mediterraneo Italian Service.

To *Scandinavian and Baltic Ports*.—Korsholm, Aug. 4; a steamer, first half September—both Swedish-American-Mexico Line; Frode, Scandinavian-American Line, Aug. 14.

To *Norwegian Ports*.—Topdalsfjord, Norwegian-American Line, second half July.

To *St. John's, Nfld., and St. Pierre-Miquelon*.—Silvia, Furness-Red Cross Line, July 30 and Aug. 13 and 27; Delia, July 28; Belle Isle, Aug. 4 and 18 and Sept. 1—both Newfoundland-Canada SS.

To *Cornerbrook, Nfld.*—New Northland, July 26, Aug. 10 and 23 and Sept. 7; North Voyager, Aug. 2, 17 and 31—both Clarke SS. Co.

To *Hamilton (Bermuda), Puerto Rico, St. Kitts, Antigua, St. Lucia, Guadeloupe, Martinique, Barbados, St. Vincent, Grenada, Trinidad and Demerara*.—Colborne, July 29 and Sept. 9; Cornwallis, Aug. 12; Chomedy, Aug. 26—all Canadian National.

To *Hamilton, Bermuda, Nassau, Bahamas, Kingston, Jamaica, and Belize, British Honduras*.—Lady Somers, July 28 and Aug. 25; Cathcart (calls at St. Georges but not at Hamilton or Nassau), Aug. 5 and Sept. 2; Lady Rodney, Aug. 11 and Sept. 8; Cavelier (does not call at Hamilton or Nassau), Aug. 19—all Canadian National.

To *Bermuda, St. Kitts, Antigua, Guadeloupe, Dominica, Martinique, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo*.—A steamer, July 27 and Sept. 10; Fernebo, Aug. 11; Marie Horn, Aug. 26—all Ocean Dominion SS. Corp.

To *Montevideo and Buenos Aires*.—A steamer, Canadian-South American Line, Aug. 13.

To *Brisbane, Sydney and Melbourne*.—Canadian Victor (also calls at Adelaide), July 30; Canadian Challenger, Aug. 27—both Canadian National.

To *Auckland, Wellington, Lyttelton, Dunedin*.—Canadian Cruiser, July 25 (calls Napier); Canadian Challenger, Aug. 27—both Canadian National.

To *West and South African Ports*.—Mattawin, July 25; Calumet, Elder Dempster & Co., Ltd., Aug. 25.

### From Halifax

To *Liverpool*.—Nova Scotia, July 26 and Sept. 6; Newfoundland, Aug. 16—both Furness Line; Baltic, White Star Line, Sept. 5.

To *London*.—London Corporation, July 26; London Exchange, Aug. 23—both Furness.

To *Gothenburg*.—Gripsholm, Aug. 1; Kungsholm, Aug. 17—both Swedish-American.



To *St. John's, Nfld., and St. Pierre-Miquelon*.—Nerissa, July 26 and Aug. 9; Fort St. George, Aug. 2—both Furness-Red Cross Line; Nova Scotia, July 26; Newfoundland, Aug. 16 (do not call at St. Pierre)—both Furness Line; Sambro, Sambro Shipping Co., Aug. 1.

To *St. John's, Carbonear and Port Union, Nfld., and St. Pierre*.—Magnhild, Newfoundland-Canada SS., July 28, Aug. 11 and 25 and Sept. 8.

To *Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara*.—Lady Nelson, July 26 and Sept. 6; Lady Hawkins, Aug. 9; Lady Drake, Aug. 23—all Canadian National.

To *Santiago (Cuba) and Kingston (Jamaica)*.—Calabria, Aug. 3 and 31; Andalusia, Aug. 17 (calls at Montego Bay and other Jamaican outports)—both Pickford & Black, Ltd.

To *Bermuda, St. Kitts, Antigua, Guadeloupe, St. Lucia, Dominica, Martinique, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo*.—A steamer, Aug. 1 and Sept. 15; Fernebo, Aug. 16; Marie Horn, Aug. 31—all Ocean Dominion SS. Corp.

To *Hamilton (Bermuda), Nassau (Bahamas), Kingston (Jamaica), and Belize (British Honduras)*.—Cavelier (does not call at Hamilton or Nassau), July 25 and Aug. 22; Cathcart (calls at St. Georges, Bermuda, but not at Hamilton or Nassau), Aug. 8 and Sept. 5—both Canadian National.

To *Hamilton (Bermuda), Puerto Rico, St. Kitts, Antigua, St. Lucia, Guadeloupe, Martinique, Barbados, St. Vincent, Grenada, Trinidad and Demerara*.—Colborne, Aug. 2 and Sept. 13; Cornwallis, Aug. 16; Chomedy, Aug. 30—all Canadian National.

### From Saint John

To *Alexandria, Port Said, Suez, Aden, Karachi, Bombay, Colombo, Madras, Rangoon and Calcutta*.—A steamer, July 25; City of Corinth, Aug. 18—both American and Indian SS. (cargo accepted for other Eastern ports, also for British East African ports).

To *Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara*.—Lady Hawkins, Aug. 1 and Sept. 12; Lady Drake, Aug. 15; Lady Nelson, Aug. 29—all Canadian National.

To *Kingston and Jamaican Outports*.—I. K. Ward, July 23 and Aug. 6 and 20; Harboe Jensen, July 30 and Aug. 13 and 27—both United Fruit Line.

### From Quebec

To *Southampton*.—Empress of Britain, Aug. 6 and 20 and Sept. 3; Empress of Australia, Aug. 25—both Canadian Pacific.

### From New Westminster

To *London and Liverpool*.—Queen City, T. A. Lee & Holway, Ltd., Aug. 1 (also calls at Cardiff); Parthenia, Balfour Guthrie & Co., Aug. 5 (also calls at Glasgow).

To *United Kingdom Ports*.—Springbank, July 25; Vinemoor, July 25—both Canadian Transport Co.; Dinteldyk, North Pacific Coast Line, Aug. 1.

To *Chilean Ports*.—Capac, July 28; Condor, Aug. 15—both C. Gardner Johnson Co.

### From Vancouver

To *Yokohama, Kobe, Shanghai and Hongkong*.—Heian Maru, Aug. 11; Hikawa Maru, Sept. 8—both Nippon Yusen Kaisha (also call Osaka); Tantalus, Aug. 8; Tyndareus (calls Miiki), Aug. 28—both Blue Funnel Line.

To *Yokohama, Kobe, Shanghai, Hongkong and Manila*.—Empress of Japan (calls Honolulu), July 30; Empress of Asia (calls Nagasaki), Aug. 13; Empress of Canada (calls Honolulu), Aug. 27; Empress of Russia (calls Nagasaki), Sept. 10—all Canadian Pacific.

To *Honolulu, Suva, Auckland and Sydney*.—Niagara, Aug. 12; Aorangi, Sept. 9—both Canadian-Australasian Line.

To *Macassar, Sourabaya, Samarang, Batavia, Singapore, Belawan Deli, Penang, Rangoon and Calcutta*.—Bintang, Aug. 7; Salawati, Sept. 7—both Silver-Java Pacific Line.

To *Auckland, Wellington, Melbourne and Sydney*.—Golden Harvest, Oceanic and Oriental Navigation Co., Aug. 17; Waikawa, Canadian-Australasian Line, Sept. 1 (also calls Lyttelton and Dunedin).

To *Liverpool, London, Southampton and Rotterdam*.—Dinteldyk, Aug. 1; Loch Katrine, Aug. 14; Damsterdyk, Aug. 28; Loch Monar, Sept. 12—all North Pacific Coast Line.

To *London, Hull, Bergen and Oslo*.—Laurits Swenson, Fred Olsen Line, Aug. 15.

To *Scandinavian Ports*.—Axel Johnson, Aug. 17; Balboa, Aug. 27—both Johnson Line.

To *Port of Spain (Trinidad) and Bridgetown (Barbados)*.—A steamer, Canadian Transport Co., Ltd., August.

To *Rio de Janeiro, Santos, Montevideo and Buenos Aires*.—Villanger, Aug. 2; Hindanger, Sept. 10—both Westfal-Larsen Co. (cargo accepted for Pernambuco, Bahia, Rosario, Santa Fé and other ports).

To *Cape Town, Algoa Bay, East London, Durban and Laurence Marques*.—Danwood, British Columbia Shipping Agencies, Ltd., August.

**Note.**—Firms who desire information concerning ocean mail services may have their names placed on the mailing list of the Post Office Weekly Bulletin by applying to the Post Office Department.

# COMMERCIAL INTELLIGENCE SERVICE 167

## CANADIAN GOVERNMENT TRADE COMMISSIONERS

### Argentine Republic

E. L. McCOLL, B. Mitre 430, Buenos Aires (1). (Territory includes Chile and Uruguay.)  
*Cable address, Canadian.*

### Australia

D. H. ROSS. Address for letters—Box 196C, G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable address, Canadian.*  
*Commercial Agent:* B. MILLIN, The Royal Exchange, Sydney, N.S.W.

### Belgium

HENRI TURCOT, 98 Boulevard Adolphe Max, Brussels. *Cable address, Canadian.*

### Brazil

A. S. BLEAKNEY. Address for letters—Caixa Postal 2164, Rio de Janeiro. Office—Ed. Da "A. Noite," Sala 802, Praca Maua. *Cable address, Canadian.*

### British West Indies

*Trinidad:* ACTING TRADE COMMISSIONER. Address for letters—P.O. Box 125, Port of Spain. Office—Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, and British Guiana.) *Cable address, Canadian.*

*Jamaica:* F. W. FRASER, P.O. Box 225. Office—Canadian Bank of Commerce Chambers, Kingston. (Territory covers Jamaica, Hayti, the Bahamas, and British Honduras.)  
*Cable address, Canadian.*

### China

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168 **CANADIAN GOVERNMENT TRADE COMMISSIONERS—Con.**

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# Commercial Intelligence Journal

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## TABLE OF CONTENTS

	Page		Page
Condensed Preliminary Trade Report, 1931-32. . . . .	169	Conditions in the Netherlands . . . . .	191
Representation in the Rhodesias. . . . .	170	Conditions in Colombia and Venezuela. . . . .	193
Trade of Netherlands India in 1931	172	Cereal Crop Forecasts of Greece for 1932. . . . .	195
Australian Financial and Commercial Conditions. . . . .	178	Regulations Governing Exchange Control in Japan. . . . .	195
Export Exchange Pool in New Zealand. . . . .	181	Irish Free State Invoice Requirements. . . . .	195
Summary of the Trade of Canada: June. . . . .	182	Tariff Changes, Etc. . . . .	196
Assistance to Dutch Dairying Industry. . . . .	183	Mr. Barré's Itinerary in Canada. . . . .	200
Market for Patent Leather in Belgium. . . . .	184	Tenders Invited. . . . .	200
Market for Radios in Belgium. . . . .	185	Foreign Exchange Quotations. . . . .	201
Sweden's Imports from Canada in 1931. . . . .	187	Changes in the Consular List. . . . .	202
Import Trade of Sweden in 1931. . . . .	188	Trade Inquiries. . . . .	202
		Proposed Sailings. . . . .	203
		Condensed List of Publications. . . . .	206
		Commercial Intelligence Service. . . . .	207

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## CONDENSED PRELIMINARY TRADE REPORT, 1931-32

The Condensed Preliminary Report on the Trade of Canada for the fiscal year 1931-32 has just been issued by the External Trade Branch of the Dominion Bureau of Statistics. This handy little brochure now comprises 165 pages, consisting of two sections, a "Review" and a "Condensed Statistical Record" of Canadian Trade.

The "Review" deals with the volume and value of the Dominion's external trade, its fluctuations, distribution and routes of transportation being examined in respect to both current conditions and recent variations. Several new analyses are included in the present report, Canada's progress and her present position amongst the leading trading nations of the world being explained in detail. More particularly the "Review" treats of the following amongst other subjects: Discrepancy between Canadian-United Kingdom Trade; Canadian-United Kingdom Wheat Trade; Discrepancy between Canadian-United States Trade; the British Preference; Relation between Trade in Raw and Manufactured Products; Seasonal Fluctuations; Trade by Continents; Imports by Principal Countries; Exports by Principal Countries; Trade Balances; Principal Commodities Imported; Imports for Canadian Industries; Principal Commodities Exported; Fluctuations in Import and Export Values; Trade via the United States; Canada's Position in International Trade; Canada's Share in the Imports and Exports of Principal Countries; and Canada's Exports Compared with Exports of Other Countries—viz., automobiles, newsprint paper, rubber tires, wheat, wheat flour, and wood pulp.



The "Condensed Statistical Record" of Canadian Trade now covers 83 countries, the commerce with which is segregated and dealt with in detail. This is the only official report containing trade statistics in this form. There are also summary and analytical tables dealing with Canada's trade as a whole.

The report points out that the adverse factors which influenced Canada's foreign trade in 1930-31 continued during the past fiscal year, 1931-32, and thus the Dominion's trade suffered a still further decline. The general decline in world trade, which had its beginning in the fall of 1929, and which continued throughout the year 1930, was particularly severe during the fiscal year 1931-32, being more marked than in 1930-31, due largely to a further drop in commodity prices which characterized all world markets. The factors which restricted the flow of Canadian trade during the past two years are similar to those which operated to bring about a drastic decline in the value and volume of world trade. The most important of these factors which interfered with the free movement of commodities between countries were: Decline in commodity prices; depreciated currency; weakened finances; excessive world stocks; trade control measures; changes in investments abroad; and the general unrest of a political and social nature.

The report further points out that Canada's trade for the past eight years may be divided into two periods, one from 1925 to 1930, of expanding trade, followed by two years of depression, from which we have not fully emerged. Canada, however, during the calendar year 1931, even with a recession in her import and export trade, has maintained a relatively high place amongst the leading commercial countries of the world. In 1930 the Dominion occupied fifth position in total trade and total imports, and sixth position in exports, but in 1931, due to unstable trade conditions, it occupied seventh place in total trade and total exports and eighth place in total imports.

Copies of this report may be obtained on application to the Dominion Bureau of Statistics, Ottawa.

## REPRESENTATION IN THE RHODESIAS

J. L. MUTTER, ASSISTANT TRADE COMMISSIONER

Cape Town, June 22, 1932.—Developments in recent months as between the Union of South Africa and Northern and Southern Rhodesia have now reached a stage where it is desirable to ask Canadian exporters to consider the separation of the South African and the Rhodesian territories in arranging for representation.

When the Lord Kirkley Economic Mission to South Africa visited this territory in September of 1930, it embodied in its recommendations the following statement: "Northern and Southern Rhodesia should be looked upon as a market distinct from that afforded by the Union of South Africa. If local representation by a manufacturers' agent is arranged, separate representation for the Rhodesias should, if possible, be established." These remarks were very much to the point when the Kirkley Mission report was submitted, and circumstances which have arisen in the interval make it all the more worthy of the serious consideration of Canadian firms interested in the markets of Southern Africa.

Even under normal circumstances—i.e. apart from present depressed economic conditions, exchange complications, and all the other obstacles to the easy movement of trade which followed the slump—the geographical peculiarities of the Rhodesian territory are such as to make it very difficult for agents established in the Union of South Africa to give it the attention which it deserves, and the practice in the past has been to entrust Rhodesian territory to Union

agents. In the first place, the South African manufacturers' agent makes his headquarters in one or other (and in some cases all) of the chief business centres of the Union, viz. Cape Town, Johannesburg, and Durban. Aside from the fact that in visiting Rhodesian territory he would have to desert his connections in the Union for a period of at least two months (approximately the time required to make a comprehensive tour of Northern and Southern Rhodesia), a further deterrent is the expense entailed by transportation for himself and his sample ranges. The distance, for instance, from Cape Town to Bulawayo, in Southern Rhodesia, is 1,360 miles, and to Salisbury, 1,660 miles. The southernmost point in Northern Rhodesia in which business is obtainable is Livingstone, 1,700 miles distant from Cape Town, and such centres as Broken Hill and N'Dola involve an additional mileage of approximately 500 and 700 respectively. The distances by rail from Durban to any of the Rhodesian centres above mentioned would be roughly the same as from Cape Town, while even with Johannesburg as a starting point, a visit to the nearest business centre in Rhodesia, Bulawayo, would involve a journey of 928 miles. The matter of travelling expense would not be so important were it possible to tap an indefinite number of buying centres en route, but actually even the most conscientious of representatives would limit himself, if travelling by train, to Umtali, Salisbury, Gwelo, Gatooma, and Bulawayo in Southern Rhodesia, and Livingstone, Lusaka, Broken Hill, and N'Dola in Northern Rhodesia. These are the largest centres, with populations aggregating only 29,200, yet to visit each of them, starting at Umtali and finishing at N'Dola, would require a railway journey of nearly 1,300 miles, apart from the journey *into* the territory from the starting point in the Union. Furthermore, the cost of an agent's licence in the Rhodesias is £30 per annum for a resident agent, but £60 per annum for a non-resident agent. Small wonder then that the average manufacturers' representative in the Union is not particularly anxious to spend time and money on this section of his territory.

Under the most favourable circumstances, he is not likely to undertake a visit to Rhodesia on behalf of his principals more than once every other year, and even this is exceptional. What usually happens is as follows: The South African agent of an overseas firm either conducts his business by correspondence—an unsatisfactory and tedious method at the best of times—or appoints sub-agents in the Rhodesias, such sub-agents receiving a percentage of the commission. This alternative is equally unsatisfactory, as in the majority of cases the sub-agent's share of the commission is not sufficient to induce the maximum of effort on his part.

These, in brief, are the facts behind the Kirkley Mission's recommendation regarding the *direct* appointment of agents *in* Rhodesia for the Rhodesian territory, apart from any arrangements made by overseas firms for representation in the Union of South Africa. The Rhodesian agent is on the spot, familiar with his territory, and in constant personal touch with importers. In none of these respects is the agent in the Union of South Africa in a position to offer the service which an exporter is entitled to expect from his overseas representative.

#### THE EXCHANGE SITUATION

When the Rhodesias followed Great Britain's example in October, 1931, by abandoning the gold standard, all the difficulties experienced by Rhodesian importers in doing business with the Union (which remains on gold) were exaggerated by exchange difficulties. So great have these become that it has been said that the only point of contact in trade matters that the territories have is that their borders adjoin. Having regard to the sharp decline of trade movements between the Rhodesias and the Union in recent months, this is not an exaggerated statement. In fact, apart from all other considerations, there is



now a definite feeling in both the Union of South Africa and the Rhodesias that the territories are distinctly separate economic units, and that they must work out their own destinies, each independent of the other.

In these circumstances the matter of direct representation for Northern and Southern Rhodesia becomes a matter for the serious consideration of overseas firms whose interests in these territories have been hitherto in the hands of South African agents, or whose Rhodesian orders have been filled ex Union stocks. With this in mind, a visit has recently been made to the chief centres in Rhodesia, in the course of which all the opinions expressed herein have been emphatically confirmed by Rhodesian importers and agents alike. Some idea of the extent of the market which these territories offer may be obtained by reference to "Trade of Northern Rhodesia for 1930," published in *Commercial Intelligence Journal* No. 1455 (December 19, 1931), and "Trade of Southern Rhodesia, 1930," published in *Commercial Intelligence Journal* No. 1461 (January 30, 1932).

The attention of Canadian exporters is drawn to these developments, and correspondence relative to the appointment of agents in Rhodesia is invited. This office is in a position to recommend the names of reliable connections in the chief centres, and Canadian firms interested are urged to submit full particulars, covered by prices c.i.f. Port Elizabeth and c.i.f. Beira. Generally speaking, merchants located in the southern end of Southern Rhodesia prefer to import through Port Elizabeth, except where heavy goods such as machinery are concerned, when shipment is effected through Beira, as are shipments of all classes of goods destined for points in the northern section of the territory.

## TRADE OF NETHERLANDS INDIA IN 1931

G. R. HEASMAN, CANADIAN TRADE COMMISSIONER

[One guilder or florin equals 40 cents Canadian at par]

Batavia, Java, June 20, 1932.—A review of business conditions in Netherlands India appeared in *Commercial Intelligence Journal* No. 1466 (March 5). In this the general effects of the universal slump on the industries, State finances, and economic fabric of the country were discussed. The trade figures now available further demonstrate the gravity of the times through which Netherlands India is passing.

The total trade during 1931 amounted to only two-thirds of that in 1930, both imports and exports being almost equally reduced. Imports declined from the peak year 1929 by 48 per cent, and exports by 51 per cent from the peak year 1927. The export surplus in that year was 729 million florins; in the year under review it has fallen to 194 million florins. The total trade of Netherlands India for the past five years is tabulated below:—

	1922	1927	1928	1929	1930	1931
	Figures in Millions of Guilders					
Imports . . . . .	783	927	1,030	1,166	922	608
Exports . . . . .	1,149	1,656	1,590	1,488	1,191	802
Total trade . . . . .	1,932	2,583	2,620	2,654	2,113	1,410
Excess of exports . . . . .	366	729	560	322	269	194
Percentage imports to exports	68.1	55.9	64.8	78.5	75.7	75.8

While the favourable trade balance has shown a steady decrease during the past five years and now stands at a lower level than it did in 1922, it is unfair to over-emphasize this feature of the economic position of Netherlands India without regard to the trade returns for earlier years. At the time of the last serious depression, in 1921, there was an unfavourable balance of almost 50 million florins; during the present more serious slump Netherlands India has succeeded in maintaining an excess of exports over imports. Moreover, when

compared with other countries of similar economic structure, the position of Netherlands India is not entirely discouraging. An interesting feature in connection with Netherlands Indian trade is that the Outer Islands are entirely responsible for the favourable trade balance. Java, with its teeming population comprising almost three-quarters of the total for Netherlands India, usually has an excess of imports over exports. This excess in 1931 amounted to 25 million florins as compared with 175 million florins in 1930. The Outer Possessions, chief of which is the Island of Sumatra, have a relatively small population; but they are large producers of rubber, spices, mineral oils, and other valuable export commodities.

## EXPORTS

The values of export commodities continued to fall during 1931, the lowest figure being reached in December when the index number for all export commodity values stood at 57 as compared with the base year 1913 = 100. Rubber showed the most serious fall with the index number at 7 as compared with 13 in January, 1931. The index for best-grade sugar stood at 68 at the beginning of the year, but was down to 55 at its close. Tea prices were still reflecting the effects of the restrictive measures adopted by producers during 1930, and the index at the beginning of 1931 stood at 115. As the year proceeded and stocks increased, the index fell steadily and in December stood at 57. At the present time with the probable adoption of a British Empire preference the outlook for Java tea is not very bright. The index number for coffee fell from 75 in January to 56 in December, 1931; that for tin registered a decline of from 60 to 49, tapioca from 71 to 55, and copra from 52 to 32. The position of many industries engaged in mainly by native producers was better with prices for such commodities as cacao, kapoe, maize, and gums remaining at a fairly steady level throughout the year, though much reduced from previous years.

The following is a table of Netherlands India's exports by main groups for the years 1929, 1930, and 1931. The figures in parentheses below the 1930 and 1931 totals show the percentage increase or decrease in the year's figures as compared with those of the previous year. These percentages give a clearer picture of the extent to which the values of export products have fallen, for in no case does the decrease in quantity correspond to that in value. In most cases the quantity decrease is small compared with the decrease in value, and in a few cases—notably rubber, copra, tapioca, and tobacco—there was actually an increase in quantity in 1931 with at the same time a substantial decrease in value. A study of this table gives some idea of how the income of Netherlands India from her export products has been reduced and as a result her ability to purchase foreign products.

Commodity	1929	1930	1931	1929	1930	1931
	Gross Weight in 1,000 Kg.			Value in 1,000 Guilders		
Animal products and their manufactures . . . . .	43,045	38,823 (-9.81)	35,898 (-7.54)	30,018	25,032 (-16.61)	20,436 (-18.36)
Rubber and guttapercha ..	318,002	295,796 (-6.98)	313,083 (+5.84)	233,806	172,478 (-26.23)	82,917 (-51.93)
Drugs and spices . . . . .	98,036	98,964 (+0.95)	90,412 (-9.64)	75,650	66,177 (-12.52)	37,644 (-43.12)
Coffee, all kinds . . . . .	83,447	62,753 (-24.80)	70,062 (+11.64)	69,553	35,669 (-48.72)	24,172 (-32.23)
Oil seeds and vegetables containing oil . . . . .	584,520	503,182 (-13.92)	502,418 (-0.16)	131,318	100,930 (-23.14)	67,888 (-32.74)
Sugar, all kinds . . . . .	2,981,429	2,836,190 (-4.87)	1,865,508 (-34.23)	311,603	254,096 (-18.46)	129,385 (-49.08)
Tobacco, all kinds . . . . .	75,406	80,155 (+6.30)	83,280 (+3.90)	85,883	90,033 (+4.83)	88,091 (-2.16)
Tapioca products . . . . .	273,821	136,874 (-50.02)	195,748 (+43.01)	21,049	13,882 (-34.05)	12,078 (-13.00)



## Exports from Netherlands India—Concluded

Commodity	1930			1931		
	1929	Gross Weight in 1,000 Kg.		1929	Value in 1,000 Guilders	
Tea . . . . .	82,795	81,865	89,788	86,086	69,333	59,975
		(-1.13)	(+9.68)		(-19.46)	(-13.50)
Fibres, all kinds . . . . .	81,065	91,047	85,568	35,018	39,350	23,143
		(+12.31)	(-6.02)		(+12.37)	(-41.95)
Other vegetable products.	922,515	814,142	875,364	78,173	59,403	43,662
		(-11.76)	(+7.52)		(-24.01)	(-26.50)
Mineral oil and products.	4,442,234	4,805,922	3,886,989	185,169	189,249	147,092
		(+8.18)	(-19.12)		(+2.20)	(-22.28)
Cement, ores, base metals and sulphur . . . . .	115,655	95,107	81,613	82,577	71,687	41,850
		(-17.77)	(-14.19)		(-13.19)	(-41.62)
Goods of sundry nature . .	8,225	6,828	4,261	50,748	20,922	3,070
		(-16.99)	(-37.60)		(-58.78)	(-85.33)
Foreign products, except gold and silver . . . . .	7,290	9,662	9,521	3,589	4,021	3,930
		(+32.54)	(-1.46)		(+12.04)	(-2.27)
Gold and silver . . . . .	72	69	63	7,562	7,306	24,850
		(-4.17)	(-8.70)		(-3.39)	(+240.13)

## DESTINATION OF EXPORTS

The destinations of Netherlands India's export products remain comparatively unchanged from the standpoint of the percentage of the total absorbed by each of the main purchasers. The following table lists the main destinations of Netherlands India's exports with the percentage of the total taken by each:—

Main Destinations	Millions of Guilders			Percentage of Total Exports		
	1929	1930	1931	1929	1930	1931
Netherlands . . . . .	235.3	212.0	140.3	16.2	17.6	17.5
Singapore . . . . .	306.8	251.3	142.6	21.0	20.9	17.8
British India . . . . .	143.6	133.1	58.2	9.9	11.1	7.2
China and Hongkong . . . . .	100.6	95.6	61.3	6.9	7.9	7.6
Japan and Formosa . . . . .	48.0	45.6	33.1	3.3	3.8	4.1
France . . . . .	59.5	33.3	23.5	4.1	2.8	2.9
United Kingdom . . . . .	129.8	98.6	69.3	8.9	8.2	8.7
Germany . . . . .	37.4	24.5	16.6	2.6	2.0	2.0
United States . . . . .	168.9	146.4	101.4	11.6	12.2	12.6
Australia . . . . .	37.1	28.2	23.5	2.6	2.3	2.9
Scandinavia . . . . .	16.9	13.2	13.8	1.2	1.1	1.7
Canada . . . . .	0.69	0.7	0.28	0.05	0.06	0.035
Other countries . . . . .	172.9	120.5	118.0	11.6	10.0	14.7
Total exports . . . . .	1,488.0	1,191.0	802.0	100.0	100.0	100.0

## EXPORTS TO CANADA

The Dominion Bureau of Statistics gives imports into Canada from Netherlands India as \$440,546 in 1931 as compared with \$630,120 in 1930, a decline of approximately 30 per cent. Netherlands India's returns of exports of Java produce to Canada show a total of \$111,095. This figure will be slightly increased when full returns from the Outer Islands are received, but even then it will not approximate the totals shown in the Canadian statistics, for the reason that the greater part of Canada's purchases from this country are imported via foreign countries. The table hereunder lists the exports from this country to Canada as given in the official statistics. Canada's share as compared with the total export of each commodity is small.

Commodity	Total Exports, 1931		To Canada	
	Kilos	Guilders	Kilos	Guilders
White pepper . . . . .	5,318,596	4,117,362	4,084	2,926
Black pepper . . . . .	2,671,728	1,296,758	3,055	1,364
Coffee robusta . . . . .	16,251,678	5,749,001	3,137	1,081
Fruits and seeds containing oil and fats (shelled)	10,385,691	1,347,697	242,872	33,332
Coconut oil . . . . .	4,052,804	1,173,435	192,716	69,022
Tapioca pearl and seeds . .	14,830,846	1,676,282	553,939	62,393
Tea . . . . .	65,910,168	46,535,058	13,615	10,584
Fibres, hard rope . . . . .	25,301,641	4,275,772	363,024	51,397
Kápc . . . . .	19,428,996	9,508,759	36,669	18,131
Pandan hats . . . . .	1,483,983	3,143,357	54,530	27,508
Total . . . . .			1,467,641	277,738
Value in Canadian dollars . . . . .				\$111,095

## IMPORTS

The trade balance given at the beginning of this report shows that the total value of imports into Netherlands India during 1931 was 608 million florins as compared with 922 million florins in 1930, or a decrease of 314 million florins. All classes of goods show decreases, the most serious of which are yarns, textiles, machinery, and motor cars.

All countries of origin show a decrease in the total value of import commodities except Japan, that country continuing to increase her share of the import trade of Netherlands India from 12 per cent in 1930 to 15 per cent in 1931. The rise of Japan to a position of importance in the import trade of this country has been marked from year to year. The present economic situation has placed Japan, with her lower costs of production, low transportation costs, and consequent lower selling prices, at a great advantage over European and American competitors. While this market is one in which the price factor can always be considered to be paramount, the present is a time when it is even more strongly emphasized.

Another feature of the trade of Netherlands India is that the trend of her purchases is more and more towards Asiatic countries of origin. In 1928 the Continent of Europe—Holland being the chief source of supply—enjoyed approximately 48 per cent of Netherlands India's total business; Asia had only 38 per cent. In 1931 the position is reversed, with Europe having 37 per cent of the business and Asia 49 per cent. Of the Asiatic countries, Japan predominates as a source of supply and may be expected to strengthen her position. The native and other Oriental peoples of Netherlands India are becoming familiar with the products of Western industry, and Japan is rapidly developing her industries to cater to this demand at prices with which Western manufacturers cannot compete. Nevertheless there will always remain a small better-class demand which Japan has not been able to satisfy, and it is for this market that the quality products of the Western manufacturer will cater. The share of the total trade of Netherlands India enjoyed by the continents of America, North and South together, Australia, and Africa in 1931 were respectively 9, 6.2, and 7. The continents of America showed a decline, while imports from Australia and Africa increased. In the case of Africa this is the result of a new direct shipping service plying between Netherlands India and African ports, and carrying Canadian exports in transshipment at Java. In the case of Australia it is a result of more serious efforts on the part of Australian exporters to do business in this market in which they are so well qualified to sell by reason of their comparative proximity.

The following table lists the main countries in which Netherlands India's imports originate, together with the percentage of the total enjoyed by each country:—

Country	1929		1930		1931	
	Million Guilders	Per Cent of Total	Million Guilders	Per Cent of Total	Million Guilders	Per Cent of Total
Netherlands . . . . .	186.78	17.75	139.95	16.79	83.91	13.80
Japan and Formosa . .	114.84	10.91	100.12	12.01	92.42	15.20
Singapore. . . . .	111.63	10.68	93.19	11.18	64.75	10.64
United States . . . . .	130.48	12.40	89.51	10.74	50.89	8.37
Great Britain . . . . .	116.20	11.04	87.24	10.47	43.52	7.16
Germany . . . . .	114.75	10.90	84.36	10.12	51.10	8.37
British India. . . . .	56.92	5.41	60.79	7.29	29.92	4.92
Australia . . . . .	26.53	2.52	25.11	3.01	17.71	2.91
China . . . . .	18.74	1.78	18.32	2.20	14.39	2.37
French Indo-China . . .	29.61	2.81	17.32	2.08	10.45	1.72
Canada . . . . .	7.93	0.75	3.09	0.37	1.73	0.28
Other countries. . . . .	137.91	13.10	114.50	13.73	137.79	24.00
Total. . . . .	1,052.32	100.00	833.50	100.00	608.00	100.00



## IMPORTS FROM CANADA

The Dominion Bureau of Statistics shows exports of Canadian produce to Netherlands India during 1931 valued at \$963,778 against \$2,279,871 in 1930, a drop of some 58 per cent. The decline is general, but it is chiefly accounted for by the falling off in the export of Canadian motor cars, automobile accessories, tires and other rubber manufactures. The items "motor cars" and "accessories" alone show a decrease of 62 per cent as compared with the returns for the previous year.

A noteworthy increase is recorded by Canadian statistics in the export of flour to Netherlands India. In 1930, 525 barrels were exported to this market and in 1931 this increased to 2,075 barrels. The trade in this commodity has not reached significant proportions, but it must be remembered that this increase is solely the result of a continuous advertising campaign directed at the native and European bakers of the country. This market has for years been accustomed to Australian flour, and there was a prejudice in favour of that grade to be overcome, in addition to a substantial price differential. Permanent connections have been established with some of the best importers in the country, and there is every hope that the trade in this commodity will increase during the present year.

Other commodities appearing in Canadian statistics as having been exported to Netherlands India during 1931 are apples, whisky, rubber manufactures, patent upper leather, hardware, aluminium manufactures, asbestos manufactures, and stationery.

The following commodities, with the quantity and value in each case, appear in Java statistics as imports from Canada. The total amounts to only \$691,409, which is considerably below that given by the Dominion Bureau of Statistics. This again is due to the fact that a great part of Canada's exports to this country are routed via foreign countries or are transhipped at foreign ports which are given credit in many cases as the countries of origin.

Commodity	Total Imports		From Canada	
	Kilos	Guilders	Kilos	Guilders
Wheat flour . . . . .	53,586,061	5,263,767	38,213	3,605
Condensed milk, unsweetened . . . . .	1,584,675	669,291	46,497	21,369
Milk products n.o.p. . . . .	275,377	326,145	1,566	1,807
Fish, fresh and frozen . . . . .	224,168	239,147	5,836	2,768
Fish (salmon, canned) . . . . .	159,343	126,857	8,723	2,904
Fish (sardines, canned) . . . . .	3,239,934	877,062	12,418	5,065
Chemical products, n.o.p. . . . .	481,904	321,605	1,774	1,786
Building material . . . . .	278,055	70,677	30,506	6,134
Patent (upper) leather . . . . .	71,067	364,363	625	3,781
Piece goods, other, n.o.p. . . . .	1,439,420	2,156,117	1,113	1,438
Knitted goods n.o.p. . . . .	88,638	241,672	229	2,330
Hosiery n.o.p. . . . .	73,861	495,781	50	1,023
Pulp (for paper manufacture) . . . . .	125,883	19,261	22,283	2,832
Lead, pig . . . . .	415,002	107,284	84,514	21,975
Automobile engines . . . . .	343,777	813,625	25,930	55,607
Apparatus and installations, electric, for wireless telegraphy . . . . .	120,736	584,722	100	1,095
Gramophone records . . . . .	232,648	824,596	1,518	4,068
Clocks n.o.p. . . . .	150,781	234,612	295	1,135
Automobile tires (outer) . . . . .	2,615,221	5,239,873	5,668	11,821
Automobile tires (inner) . . . . .	366,857	654,675	1,879	3,182
Motorcycle tires (outer) . . . . .	17,158	36,060	1,129	1,924
Passenger cars . . . . .	5,500,149	6,179,526	909,739	1,079,891
Trucks (chassis only) . . . . .	2,296,576	2,099,192	418,149	411,996
Motor trucks n.o.p. . . . .	35,911	40,476	10,888	12,370
Automobile accessories . . . . .	735,427	1,053,377	44,356	66,616
Total . . . . .				1,728,522
Value in Canadian dollars . . . . .				\$691,409

## IMPORTS OF INTEREST TO CANADA

In addition to the above list of commodities, it has been the practice of this office to select from the local statistics a list of imported articles in which Cana-

dian producers should be interested. Some of them Canada is already exporting in small quantities, and some are ones in which Canada should be able to compete in this market. The totals given in each case after the commodity are the totals of Java's imports which, during 1931, represent approximately 70 per cent of the total imports into Netherlands India. Complete returns, including the outlying possessions of Netherlands India, will not be available until November of this year. In this connection, while Java's imports represent 70 per cent of the total entering Netherlands India, her exports are just under 50 per cent, since the Outer Islands are large producers of rubber, mineral oils, spices, and other products. Java's share of Netherlands India's total exchange of trade was in the neighbourhood of 58 per cent during 1931.

*Seed and Nursery Stock.*—1931, \$24,216; 1930, \$25,034. British India, 65 per cent. This item includes imports of seed potatoes, but it is impossible to tell the exact quantity.

*Potatoes.*—Imports of table potatoes are small, being \$2,209 in 1931 and \$3,033 in 1930.

*Biscuits.*—1931, \$583,871; 1930, \$948,231. Holland 47. Great Britain 20. and Australia 14 per cent. Ireland is credited with \$18,000, which includes imports of the main selling soda cracker in this market.

*Chocolates, Bonbons, and Similar Confections.*—1931, \$302,041; 1930, \$357,266. Holland 60, Great Britain 17, and Switzerland 12½ per cent.

*Canned Vegetables.*—1931, \$237,305; 1930, \$324,336. Holland 50 and United States 19 per cent.

*Rolled Oats.*—1931, \$95,796; 1930, \$92,752. United States 90 per cent.

*Honey for Table Use.*—1931, \$7,522; 1930, \$9,659. Australia 35, Switzerland 30, and United States 20 per cent.

*Cheese.*—1931, \$321,252; 1930, \$342,175. Holland 96 and Switzerland 2 per cent.

*Macaroni and Vermicelli.*—1931, \$373,699; 1930, \$492,402. Hongkong 65, China 15, and France 10 per cent.

*Milk, Condensed, Sweetened.*—1931, \$547,247; 1930, \$645,884. Australia 50, Holland 30, Norway 9, and Switzerland 7 per cent.

*Milk, Skimmed, Condensed, Sweetened.*—1931, \$197,040; 1930, \$174,500. Holland 53, Italy 33, and Denmark 13 per cent. There was a slight increase during 1931 over 1930 due to an increased demand for this cheaper product.

*Milk, Sterilized.*—1931, \$228,997; 1930, \$290,178. Switzerland 51, Norway 24, and Holland 18 per cent.

Although there is quite an extensive local fishing industry, the waters of Netherlands India cannot supply the demands of the market, and imports, especially of dried fish for native consumption, are large. Netherlands Indies statistics group imports of this class of fish under the following headings:—

*Fish, salted, dried, salted herring and rolled herring:* 1931, \$12,246; 1930, \$12,035. Holland 80 per cent.

*Salted and dried fish, special varieties, caught in tropical waters:* 1931, \$1,330,437; 1930, \$1,161,091. Singapore and other ports of British Malaya are credited with the bulk of these imports, although the supplies originating in China, Japan, Siam, and other surrounding countries are shipped to British Malayan centres for distribution.

*Salted and dried fish, ordinary cheap varieties:* 1931, \$3,301,490; 1930, \$3,676,480. The same remarks concerning origin apply to this as to the previous item.

*Bacon; Salted and Pickled.*—1931, \$4,814; 1930, \$6,015. Australia 90 per cent.

*Hams, All Kinds.*—1931, \$216,399; 1930, \$262,830. Australia 65 and Holland 27 per cent.

*Fresh Apples.*—1931, \$160,456; 1930, \$151,209. Australia 56 and United States 35 per cent. Small shipments were made from Canada.

*Fruit, Preserved in Water, Syrup or Wine.*—1931, \$167,542; 1930, \$264,017. United States 63, Hongkong 21, and Holland under 5 per cent.

*Fruit, Preserved, n.o.p.*—1931, \$5,129; 1930, \$7,016. Switzerland 25, Holland 20, and United States 20 per cent.

*Jams, Jellies, and Marmalades.*—1931, \$98,169; 1930, \$137,313. Holland 60, Switzerland 21, and Australia 13 per cent.

*Beer, other than Stout, in Bottles.*—1931, \$1,297,999; 1930, \$1,626,808. Germany 70, Holland 21, Japan 4, and Great Britain 1 per cent.

*Whisky.*—1931, \$218,746; 1930, \$287,955. Great Britain is credited with almost the entire quantity.



*Printing Inks.*—1931, \$81,485; 1930, \$100,472. Germany 35, Holland 27, and Great Britain 19 per cent.

*Sulphate of Ammonia.*—1931, \$4,372,096; 1930, \$5,699,731. Holland 42, Germany 22, United States 20, and Great Britain 13 per cent.

*Furniture of Iron or Steel.*—1931, \$76,872; 1930, \$144,172. Great Britain 43, United States 30, Germany and Holland each 8 per cent.

*Boots, Shoes, and Slippers n.o.p.*—This heading includes canvas-topped shoes with rubber soles, imports of which from Western countries have been materially reduced. 1931, \$360,690; 1930, \$601,852. Japan 80 and Singapore 15 per cent.

*Aluminium in Sheets.*—1931, \$133,964; 1930, \$223,915. Germany 46, Switzerland 25, and Belgium 15 per cent.

*Expanded Metal.*—1931, \$10,456; 1930, \$24,140. Belgium 60, United States and Germany each approximately 20 per cent.

*Cook Stoves and Ovens (Gas).*—1931, \$79,617; 1930, \$121,586. Germany 68 and United States 21 per cent.

*Latex Cups of Aluminium.*—1931, \$5,946; 1930, \$18,866. Japan 80 and Switzerland 20 per cent.

*Electric Insulators (High Tension).*—1931, \$38,859; 1930, \$29,507. Germany and Holland each about 47 per cent.

*Electric Batteries, n.o.p.*—1931, \$165,739; 1930, \$192,576. United States 50, Germany 20, and Great Britain 13 per cent. Several Canadian brands are on the market although no credit is given in local statistics.

*Gramophones and Phonographs.*—1931, \$251,543; 1930, \$385,181. Great Britain 55, Germany 18, Holland 13, Switzerland 4, and United States 2½ per cent.

*Toys.*—1931, \$438,698; 1930, \$503,781. Japan 65 and Germany 18 per cent.

Imports for Government account, which are not included in the foregoing statistics, practically all originate in Holland.

## AUSTRALIAN FINANCIAL AND COMMERCIAL CONDITIONS

D. H. ROSS, CANADIAN TRADE COMMISSIONER

Melbourne, June 22, 1932.—The summary of Australian imports and exports for the first ten months (July to April) of the fiscal year ending on June 30, 1932, disclose the following figures:—

	July to April	
	1930-31	1931-32
Exports of merchandise . . . . .	£75,708,905	£82,277,857
Imports of merchandise . . . . .	53,989,987	35,763,049
Excess of exports . . . . .	£21,718,918	£46,514,808
Exports of bullion and specie . . . . .	£ 9,364,038	£ 7,716,334
Imports of bullion and specie . . . . .	325,046	469,889
Excess of exports . . . . .	£ 9,038,992	£ 7,246,445

Imports of merchandise declined by £18,226,938, while exports increased by £6,568,952 compared with the ten months July to April of 1930-31. Exports of bullion and specie declined by £1,647,704 in the same period.

Reducing export values to sterling to enable a more equal comparison to be made, it is estimated that there was a favourable trading balance (including bullion and specie) of approximately £34,351,000 for the ten months to April 30, 1932, compared with a favourable balance of £19,807,000 in the similar period of the previous fiscal year.

The commodities imported during the ten months which show the greatest decline in value were: petroleum, £2,397,868 (£4,338,989); electrical machinery, £979,874 (£2,697,435); tobacco, unmanufactured, £445,970 (£1,320,691); corn sacks, £1,268,745 (£2,150,237); tea, £1,162,545 (£2,044,231); silk piece goods, £2,043,345 (£2,750,853); motor cars, £355,461 (£937,888); fertilizers, £365,063 (£674,145); and outside packages, £990,374 (£1,593,914).

Compared with the corresponding ten months of 1930-31, the value of the following imports showed an increase: dyes, £164,665 (£93,695); artificial silk yarns, £423,092 (£360,904); sodium salts, £305,776 (£269,822); films, £455,670 (£420,165); boots and shoes, £109,055 (£69,024); rubber thread and elastic, £186,237 (£169,509); and gold, £456,864 (£304,825).

Exports (valued in Australian currency) of the following commodities increased in value during the ten months under review (figures for the previous ten months being given in parentheses): butter, £8,540,596 (£6,995,397); eggs, £552,587 (£324,123); lamb and mutton, £2,819,877 (£1,829,178); fresh fruits, £1,428,967 (£1,098,362); wheat, £15,116,415 (£11,463,429); flour, £3,108,120 (£2,941,571); sugar, £2,499,224 (£1,763,361); wine, £805,736 (£470,129); wool, £29,650,516 (£28,632,396); and tallow, £738,768 (£594,471).

On the other hand, exports of the following items decreased in value: beef, £1,588,295 (£1,697,166); dried fruits, £1,322,273 (£1,641,543); hides and skins, £2,180,841 (£3,197,808); lead, £1,969,482 (£2,133,380); and gold, £7,058,752 (£8,630,978).

#### PROBABLE AUSTRALIAN TRADE BALANCE

A forecast of the probable trade balance of the year 1931-32 in reference to financial obligations oversea may be of interest. The favourable balance on commodities for the first ten months of the period was £28,700,000, and a safe estimate for the year may be put at £32,000,000. To this may be added about £3,000,000 of gold production during the year included in shipments of bullion, making a total favourable balance of trade amounting to £35,000,000.

The net oversea obligations of Australian governments, including local governments, would be normally about £32,000,000. The postponement of sinking fund and interest on British war debt gives a net relief to Australia of nearly £5,000,000, leaving £27,000,000 to be met. The present year's operations should accordingly leave a margin of about £8,000,000 over Government requirements.

There are in addition, however, private obligations on account of banking, insurance, mining and other production and trade which are financed overseas. There is no reliable estimate of these private remittances, which have, however, been greatly reduced in the last two years and are probably in the neighbourhood of £5,000,000. The payment of these obligations will leave only a small margin over current requirements.

This result has been made possible only by postponement of war debt obligations combined with an exceptionally favourable season for export production, in which the volume of exports was greater by at least 20 per cent than in any year before 1930. With the present level of export prices, however, it is clear that interest obligations could not be met and imports financed at even the present volume in an average year. Unless export prices rise substantially, a further serious reduction in the volume of imports must be expected.

#### REVENUE AND EXPENDITURE OF THE COMMONWEALTH AND STATES

The revenue and expenditure of the Commonwealth and State Governments for the first eleven months of the fiscal year disclose deficits in each instance.

The following return sets out the positions:—

	Eleven Months to May 31, 1932		
	Revenue	Expenditure	Deficit
Commonwealth . . . . .	£61,846,000	£64,404,000	£ 2,558,000
New South Wales . . . . .	36,290,003	46,494,554	10,204,551
Victoria . . . . .	18,551,442	22,224,200	3,672,758
Queensland . . . . .	11,382,681	12,905,801	1,523,120
South Australia . . . . .	9,254,000	10,469,000	1,215,000
Western Australia . . . . .	7,092,276	8,740,023	1,647,747
Tasmania . . . . .	2,138,109	2,436,380	298,271

Combined deficiency for eleven months . . . . .	£21,119,447
(@ \$4.86 to the £)	\$102,640,512



The Commonwealth deficit for the eleven months includes a net amount of £2,505,000 paid on behalf of New South Wales.

#### BANKS BUYING AND SELLING DOLLARS

Australian banks, on demand transactions, are to-day buying United States dollars at the rate of \$2.91½ (selling at \$2.88¼) and Canadian dollars at \$3.38 (selling at \$3.33¾) in Australian currency, including the telegraphic transfer exchange on London of £25 10s. on every £100 English currency.

#### AUSTRALIAN WHEAT AND FLOUR

*Wheat.*—Towards the end of May good business was done in exports of Australian wheat, but since the beginning of June markets have considerably weakened owing to extreme selling pressure from North America, and f.o.b. quotations have declined about 4d. per bushel, making the average price to growers about 2s. 5d. exclusive of the Government bounty of 4½d. per bushel—all Australian currency.

The total shipments to date aggregate 111,439,472 bushels, of which over 61,000,000 bushels were consigned to European ports and over 50,000,000 bushels to other destinations. In addition there are committed about 250,000 tons (including about 50,000 tons of flour), thus bringing total shipments and commitments to 3,250,000 tons, leaving approximately 300,000 tons unsold.

During May and early in June five cargoes were sold to Vladivostok, comprising four and a half cargoes of wheat and half a cargo of flour. It is understood here that the purchases by the Soviet Government were due to shortage of supplies in Siberia. While shippers have been reticent as to the price obtained, it is estimated, on expert authority, that the wheat was sold at from 3s. 4d. to 3s. 5¼d. per bushel f.o.b. steamer, in Australian currency. While the terms on which this Siberian business was done have not been disclosed, it is assumed that the shippers stipulated that payment would be made in London against the delivery of documents to an authorized Australian bank under an irrevocable letter of credit. All the sales for Vladivostok were made for May and June loading.

At the closing of this mail the market is depressed, but as against that the balance yet unsold is a comparatively small carry-over.

The rate of freight from Australian ports of shipment to Vladivostok averaged about 18s. per ton, English currency.

*Flour.*—The downward trend in oversea wheat markets has adversely affected the demand for Australian flour. Rarely has the market been so depressed as during the last two weeks. Milling companies are accepting prices which they state are not remunerative, and quotations have declined to the lowest rate ruling for some years without an immediate prospect of demand from overseas.

To-day's prices for standard quality flour per ton of 2,000 pounds f.o.b. steamer at main Australian ports (in Australian currency) are:—

	£	s.
Packed in sacks of 140 to 150 pounds gross . . . . .	6	10
Packed in hessian bags of 98 or 101 pounds gross . . . . .	6	15
Packed in calico bags of 40 pounds gross . . . . .	7	0

Particulars of shipments of Australian flour from the beginning of the season on December 1 (down to June 18) compare with the similar period of previous seasons as follows: 1929-30, 248,019 tons; 1930-31, 288,681 tons; 1931-32, 361,296 tons.

*Freight Rates.*—Freights remain unaltered from those quoted on May 25. There is, however, a slight weakness in the freight market.

## EXPORT EXCHANGE POOL IN NEW ZEALAND

H. L. E. PRIESTMAN, ACTING TRADE COMMISSIONER

Auckland, June 25, 1932.—In *Commercial Intelligence Journal* No. 1463 (February 13, 1932), page 209, reference was made to the regulations which came into effect in New Zealand on January 1, 1932, whereby all exports from that Dominion were subject to the obtaining of licences by exporters, in which way it was desired to compel the return of the proceeds of overseas sales to New Zealand, and to provide specifically for the passing of all export transactions through the commercial banks.

The objective was the building up of overseas balances upon which the New Zealand Government would have first call to meet its commitments for interest payable in London, and for treasury bills maturing there in the first six months of 1932, these totalling some £12,000,000. In addition, it was indicated that a sum of approximately £2,000,000 was needed by local government bodies for overseas exchange to meet their interest payments.

Monetary conditions eased on the London market, and it was found possible for the New Zealand Government to float a long-term loan of £5,000,000, and also to build up London balances by the disposal in that market of gilt-edged securities held there. Remittances of cash from New Zealand at the rate of £1,000,000 per month from January to June, in addition to the foregoing loan and sales of securities, assured the Government requirements of exchange for the current financial year.

It is announced by the Minister of Finance that, following on the New Zealand loan of £5,000,000 being successfully placed in London, the export regulations were relaxed to the extent of permitting exporters to retain in London 65 per cent of exchange credits for their own overseas requirements, such as interest, dividends, transfers of capital, imports and services.

Now that the primary need for the regulations and the pool no longer exists, the Government has decided to repeal the regulations and release the pool as from June 30, 1932, subject to the completion by exporters of their obligations in respect to goods already shipped, or to be shipped, up to that date.

A controversy is being carried on by the exporters and importers, to which supporters of both interests have contributed, as to whether on the release of the exchange pool the exchange rate on London will rise or fall, and whether or not governmental or banking action should be taken to inflate the rate.

The Chairman of the Associated Banks indicates that in his opinion no steps should be taken to increase artificially the exchange rate, which would thereby increase the burden of Government interest payments overseas and outweigh the advantages which it is anticipated by exporting agricultural interests would arise from increased rates. Importers express their views as adverse to increased exchange rates. On the other hand, the Chairman of the Bank of New South Wales, which operates extensively in New Zealand, is in favour of increased exchange rates on London.

Opinions of economists vary, and the situation is giving rise to some apprehension on the part of importers that after June 30 an independent stand may be taken by the Bank of New South Wales as against the uniform carded rates now quoted by all banks, which would have the effect of increasing rates.

Inasmuch as the Government could re-enact the Order in Council under which the now expiring exchange pool was formed, the situation is an interesting one, particularly since the Government has indicated that it is the function of the banks to name the rate of exchange, and the position as regards the balance of trade is that New Zealand has an adequate favourable export balance to meet anticipated imports and the overseas interest payments, for which latter need the precautionary measure of an exchange pool was originally adopted.





## ASSISTANCE TO DUTCH DAIRYING INDUSTRY

J. C. MACGILLIVRAY, CANADIAN TRADE COMMISSIONER

[One metric ton equals 2,205 pounds; one kilo equals 2·2 pounds; one florin equals \$0·402 Canadian at par]

Rotterdam, July 8, 1932.—The dairying industry, which is the principal branch of Dutch agriculture, has been severely affected by the prevailing crisis. As a result a law has been passed which authorizes the Government to come to the assistance of dairy farmers. To administer the act a central organization known as the Crisis-Zuivel-Centrale has been set up. This committee will consist of representatives of all those interested and will administer a fund which will be used to bonus dairy farmers. The money for this purpose is to be secured from the control of the sale of margarine by means of the sale of a series of licence marks. When the law becomes effective, this product must contain an admixture of not more than 50 per cent of domestic butter. It is also proposed to put a tax on other edible fats and oils in order that the present price parities between them and margarine may be retained.

The legislation in question, which is designated as temporary, will become effective one day after its promulgation and unless extended by law will expire on October 1, 1935. It is believed that promulgation will take place during the current month. A copy of the law has been forwarded to the Department of Trade and Commerce, Ottawa, where it is available for inspection (refer to file No. 12067).

### EXPORTS OF BUTTER

The annual production of butter in Holland aggregates 85,000 metric tons, of which quantity exports during the past five years have averaged 43,500 metric tons. These exports are now falling rapidly, with the result that a large surplus has been piled up on the domestic market. Prices have dropped and the dairying industry is no longer a lucrative one.

The year 1929 is regarded as the last normal butter exporting period, during the first four months of which the value of shipments abroad stood at 25,238,000 fl. For the first four months of the current year this figure fell to 5,714,000 fl., which represents a drop of 77 per cent.

Germany has for long been the principal purchaser of Dutch butter, and exports to that country have suffered very severely. During the January-to-April period of 1929 they were valued at 19,844,000 fl.; for the parallel months in 1932 they fell to 2,901,000 fl., a decline of 85·5 per cent.

### USE OF DUTCH MILK PRODUCTION

It is estimated that at present there are in the Netherlands 1,300,000 milch cows, which have a yearly production of 4,420,000,000 kilos of milk or 3,400 kilos per cow. The total quantity is used as follows:—

- (1) 900,000,000 kilos are sold for consumption as fresh milk (0·3 kilos per capita per day).
- (2) 2,240,000,000 kilos are manufactured into 85,000,000 kilos of butter, while the skimmed milk which results produces 5,700,000 kilos 30+ and 28,200,000 kilos 20+ cheese.
- (3) 1,047,000 kilos of milk are manufactured into 42,700,000 kilos full fat and 56,000,000 kilos 40+ cheese.
- (4) 80,000,000 kilos are processed into 38,000,000 kilos of condensed milk.
- (5) 85,000,000 kilos of milk are used to manufacture 8,400,000 of milk powder.
- (6) 18,000,000 kilos are used for cream and for the manufacture of block milk.
- (7) 50,000,000 kilos are consumed as animal food.



On the foregoing basis the following is a per cent recapitulation:—

For human consumption . . . . .	20.5 per cent
butter . . . . .	50.0 per cent
40+ and full fat cheese . . . . .	24.0 per cent
milk products . . . . .	4.0 per cent
animal food . . . . .	1.5 per cent

Of all the milk produced in Holland, more than half is handled by co-operative factories. The balance is made up of so-called "loose" milk for human consumption and that which goes to private factories and milk distributing organizations.

## MARKET FOR PATENT LEATHER IN BELGIUM

HENRI TURCOT, CANADIAN TRADE COMMISSIONER

Brussels, June 28, 1932.—Recent investigations regarding the market for leather in Belgium disclosed the fact that, whilst sales possibilities for Canadian leather generally are very small, patent leather, provided it is of good quality and its prices are competitive, could secure for itself a certain share of the Belgian trade. No Canadian patent leather is at present being sold on the Belgian market.

### COMPETITION

The annual consumption of patent leather in Belgium is approximately 5,000,000 square feet, slightly over one-half of which is provided by local tanners. The United States was the chief outside source of supply with about 40 per cent of the imports, followed by Germany with 25 per cent. Within the past few months Germany has been gaining ground at the expense of the United States, owing to a greater uniformity of quality. The other countries shipping patent leather to Belgium are Holland, Great Britain, and France.

Belgian exports of patent leather in 1931 and 1930 amounted to 388 and 288 metric tons respectively.

It is not immediately apparent why Belgium should import a fairly substantial quantity of patent leather, when her exports are quite considerable. One reason is that Belgian shoe manufacturers naturally purchase this commodity in the varieties, weights, grades and quantity desired and at the time it is needed, and there are not sufficiently large supplies of patent leather of domestic production in all the grades or average weights available when required by the domestic demand. Nevertheless, no volume sales of the foreign product can be anticipated unless quotations fall closely in line with those of the locally manufactured article. Prices of Belgian patent leather are comparatively low, and foreign competition is keen.

### DEMAND

The demand in Belgium is for a quality and well-finished product—one that will not crack—cow and ox sides and splits, plain, black, and chrome-tanned, and in conformity with the following descriptions: Cow and ox sides, with a fine grain, CM, CLM, DM, and DLM, 10/12, 12/14, and 16/18, the medium weights enjoying a greater demand; splits, ALM and BLM, 6/10 and 10/12. "Hollow" hides are not wanted.

### PRICES

Belgian patent sides, as described above, sell wholesale in Brussels at from 20 to 26 cents (in Canadian currency at par) per square foot. Prices at present quoted on German leather range from 24 to 32 cents (in Canadian currency at

par) per square foot, duty paid; quotations on the American product closely follow German prices. Owing to the depression prevailing in the Belgian shoe industry, a further fall in prices may be anticipated.

#### SAMPLES

In order to enable the prospective agent, or importer, to estimate the sales possibilities for the patent leather offered, large cuttings, together with quotations c.i.f. Antwerp, are required. If after examination the product appears to be competitive, it is customary for the agent to request the foreign firm to ship a certain number of hides on consignment, say about six of each variety, as it is impossible for local consumers to judge of the quality before the leather is employed in the finished article.

#### QUOTATIONS, ETC.

Quotations must invariably be c.i.f. Antwerp.

Patent leather is sold through commission agents, or to importers direct. The former method seems to be much preferable in the case of Canadian patent leather, which is unknown to Belgian consumers. The agent's commission is generally 5 per cent.

Terms in the patent leather trade in Belgium are generally 30 days, with a discount of  $2\frac{1}{2}$  per cent, or 60 days net, both from the end of the month in which sales are effected.

Small parcels of hides are as a rule shipped in bales; large parcels are forwarded in cases.

#### DUTY

Patent leather upon its entry into Belgium is dutiable at 500 francs (\$13.88 at par) per 100 kilograms (220.4 pounds), gross weight. This rate of duty applies to all countries.

## MARKET FOR RADIOS IN BELGIUM

HENRI TURCOT, CANADIAN TRADE COMMISSIONER

Brussels, June 24, 1932.—Not until 1927, when it was considered a matter of experimentation for the amateur, did radio make a special appeal to the Belgian public. Since then, however, enthusiasm has developed and the demand has grown accordingly. In 1931 and during the early part of 1932, sales of radio receiving sets, despite business being slack to the point of stagnation in a number of lines, reached higher figures than in any previous year. At the end of 1930 there were approximately 150,000 sets in use in Belgium; they now exceed 200,000. Although the market appears to be amply supplied with sets of both American and Continental manufacture, business is reported as still being brisk; sales prospects for the immediate future are promising.

#### DOMESTIC PRODUCTION

The principal Belgian radio manufacturers are, in order of importance, the Société Belge de Radiophonie, the Société Anonyme Sicer, and the Société Anonyme Trialmo. The combined yearly output of these three concerns is placed at about 20,000 sets, a certain proportion of which is disposed of in the Belgian Congo and in other parts of Africa.

Besides, a number of small electric shops devote themselves to the assembling of short- and long-wave sets from locally produced or imported materials. It is estimated that during 1931 approximately 10,000 receivers were assembled in these shops for sale in Belgium.



## IMPORTS

Since radio apparatus and material are included in the Belgian official statistics under the heading "Telephone and Telegraph Apparatus and Supplies," precise figures relating to imports cannot be given; but 20,000 sets would probably be a fair approximation of imports from the Continent in 1931, and about the same number from the United States. As for imports of spare parts, it may be asserted that they are quite considerable, but it is impossible to ascertain their exact importance.

Of the chief makes in the market, one is Dutch, three German, one French, and three American. Only one Canadian firm of radio manufacturers are known to be doing business in Belgium, but up to the present this concern has been handicapped owing to the fact that its sets operated on the short-wave band only.

## CURRENT

Of the 1,750,000 homes in Belgium, approximately 1,550,000 have electric installations; 85 per cent are provided with alternating current at 110-220 volts, 50 cycles, and 130-245 volts, 25-42 cycles, the remainder being supplied with direct current at 110-220 volts. The tendency in all the communes is to adopt the alternating current.

## DEMAND

Belgian broadcasting stations operate on short-wave lengths, but in view of the popularity of the programs broadcast by the Radio-Paris, London-National and Hilversum (Holland) stations, the demand is almost exclusively for sets equipped with the dual-wave length feature.

Continental sets are generally in conformity with Belgian requirements. American radio manufacturers, whose sets are normally constructed for the North American wave length (200 to 500 metres), quickly became aware of this peculiarity of the Belgian market and have adapted themselves to it.

The mantel model is in distinct favour. Belgian radio dealers are reluctant to import cabinet types, as design and appearance are not always in accordance with Belgian taste. Dealers prefer, as a rule, to import the chassis and to have the cabinets made by Belgian cabinet-makers, who have earned for themselves a great reputation for this class of work. In this manner, not only can the cabinet be made to match the purchaser's furniture, but it is estimated that the saving effected in freight and duty, owing to the saving in volume and weight, is quite appreciable.

Sets at prices ranging from \$70 to \$110 retail are the most popular. However, the higher-priced models, suitable for reception from all European stations, as well as crystal and low-priced tube sets, enjoy a certain sale. The bulk of the demand is for main radio sets.

Radio-phonographs are in great favour in the cafés, and their sales are increasing. The locally constructed and American radio-phonographs sell at approximately \$300.

The manufacturing plants, small electric shops, and amateurs who build their own receiving sets furnish a good outlet for radio spare parts.

There is a rapidly increasing market for tubes in Belgium. The bulk of the trade is taken care of by the Phillips (Dutch) and the De Forest (American). The De Forest tubes are of the following types: 24', 27', 35', 45', 47', 50', 51' and 80'. The socket of the Phillips is typically continental.

## CENTRES OF DISTRIBUTION AND TERMS

The principal centres of distribution for radio sets are Brussels and Antwerp. One agent, located in either of these cities, can quite conveniently cover the entire territory.

Terms to the wholesale and retail trade are accepted drafts of from 90 to 120 days.

## DUTY

Radio receiving sets are dutiable upon their entry into Belgium at 1,380 francs (about \$44.50 at the present rate of exchange—that is, at 31 francs to the Canadian dollar) per 100 kilograms (220 pounds) net.

## SWEDEN'S IMPORTS FROM CANADA IN 1931

FREDERICK H. PALMER, CANADIAN TRADE COMMISSIONER

[One Swedish krona at par equals \$0.2680; figures in parentheses refer to the year 1930]

Oslo, June 28, 1932.—The preliminary statistics of the imports into Sweden for the calendar year 1931 have recently appeared, and the information which follows concerning the contribution from Canada has been extracted therefrom. The Swedish trade statistics, in so far as imports are concerned, are based on declared c.i.f. values, and the details showing the countries sharing in the trade are only correct if the country of origin happens to be the country from which the goods have been shipped directly to a Swedish port. For this reason the statistics cannot always be accepted as an indication of the importance of any particular country to the trade of Sweden, perhaps due to an absence of adequate transportation facilities, or in those trades which concentrate the distribution in suitable centres in countries other than the country of origin of the product, due to the exercise of such distributional control. In those cases where it is known that this definitely is the case—as for example salted salmon—the later detailed reports will expressly mention that the statistics cannot be accurate in the apportionment of the trade by countries of origin in the allotment to Canada of relatively smaller quantities than actually were products of Canada.

## SWEDEN'S TOTAL FOREIGN TRADE

Declining prices and decreasing business affected both the import and the export trades of Sweden. During 1930 the total value of the exports was 1,550,351,000 kronor, and during 1931 the value declined nearly 19 per cent to 1,257,951,000 kronor.

Imports during 1930 aggregated in value 1,662,175,000 kronor, but the imports in 1931 only reached a total of 1,439,393,000 kronor, a decrease of 13.4 per cent. An examination of the important statistical groups shows that the declines in imports occurred principally in the following:—

	1930	1931	Per cent
	Values in 1,000 Kronor		Decline
Live animals.. . . . .	46,396	37,785	18.5
Vegetable products.. . . . .	232,414	211,093	9.2
Preserved foodstuffs, spirits, tobacco, etc.	98,056	92,094	6.0
Minerals.. . . . .	221,579	180,996	18.3
Hides and skins, and products thereof..	58,388	45,837	21.5
Rubber and rubber goods.. . . . .	25,440	19,424	23.6
Textiles.. . . . .	298,717	267,420	10.1
Metals and metal products.. . . . .	178,160	147,787	17.0
Machines.. . . . .	119,231	102,171	14.3
Transportation equipment.. . . . .	81,536	68,615	15.9



## TRADE BY COUNTRIES OF ORIGIN

Seventy-nine per cent of Sweden's imports are shown as having come from European countries, and just over 19 per cent from all America. Germany easily leads with 33·10 per cent, an increase from the 32·06 per cent of 1930, while Great Britain is second with only 14·03 per cent, a decline from the 15·78 per cent of 1930. The United States occupies third place with 12·48 per cent in 1931 and 13·79 in 1930. Denmark is fourth with 6·10 per cent (6·48), then Holland with 4·24 (3·99), and France with 3·41 (3·40). The Russian contribution almost doubled when their percentage rose from 0·76 to 1·38. Canada is a long way down the list, undoubtedly on account of the method of allocating products to countries, and is shown with "British North America, including the Bermudas" as having contributed only 0·46 per cent of the total imports, compared with 0·60 in 1930.

The following table shows the value of the imports credited to each of the above-mentioned countries during 1930 and 1931:—

	1930	1931
	Value in 1,000 Kronor	
Germany.. . . . .	532,956	472,464
Great Britain.. . . . .	262,343	200,301
United States.. . . . .	229,250	178,126
Denmark.. . . . .	107,743	87,145
Holland.. . . . .	66,341	60,561
France.. . . . .	56,470	48,683
Russia.. . . . .	12,584	19,752
British North America (including the Bermudas)..	10,038	6,527

According to the report of the Dominion Bureau of Statistics on the trade of Canada for the calendar year 1931, Canada bought from Sweden goods to the value of \$972,044 (\$2,157,000), and sold to Sweden merchandise aggregating in value \$2,248,345 (\$3,655,112). At the par rate of exchange the exports would have been 2,610,000 kronor (5,790,000 kronor), and the imports 6,040,000 kronor (9,800,000).

## IMPORT TRADE OF SWEDEN IN 1931

FREDERICK H. PALMER, CANADIAN TRADE COMMISSIONER

[One Swedish krona at par equals \$0·2680; figures in parentheses refer to the year 1930]

## ANIMALS AND ANIMAL PRODUCTS

Oslo, June 29, 1932.—During 1931 Sweden purchased from abroad 69,472 tons of animal products valued at 35,862,000 kronor. During 1930 the volume aggregated 66,836 tons, but the value was much higher, 41,063,000 kronor.

## LIVING ANIMALS

*Horses.*—In 1931, 1,313 live horses were imported into Sweden as compared with 1,243 in 1930. The total value declined 16 per cent to 1,009,976 kronor. Practically all the horses were consigned from countries adjacent to the Baltic Sea, 24 from Great Britain, and 3 from the United States.

*Swine.*—There was a remarkable decline in the numbers of swine imported in 1931 compared with 1930. The total fell from 4,439 to 766, all but one of which were from Norway.

The only subsection of this group of imports which interests Canadian firms is that general class which includes animals for which special statistics are not required. For instance, fur-bearing animals imported for breeding purposes would be found included in this general section concerning living animals. Details are not available, but the total value imported in 1931 amounted to

786,354 kronor, as compared with 3,994,704 kronor in the previous twelve months. Of the 1931 aggregate, to British North America (Canada perhaps) is credited 133,650 kronor (293,311) while to the credit of the United States is shown 46,111 kronor (1,799,750).

#### MEAT

Ordinarily the term "meat" in Swedish trade statistics includes all edible animal flesh, except when produced from hogs. With meat will be found goose liver paste, game, lamb and mutton—which latter is imported largely from Esthonia, Lithuania and from Iceland.

*Salted Horsemeat.*—In 1931 over 17 tons of fresh horsemeat were imported into Sweden, all from Finland; 913 tons of salted horsemeat were purchased from abroad. By far the greatest quantity came from the United States, to which country no less than 840 tons of the imports (895) are credited, and 41 tons from Finland (86). Canada is not specified as a country of origin, although small sample lots have been shipped into Sweden from the Dominion. This trade is of some importance; the market is worthy of attention. But it must be realized that only first quality pack is admissible; it is towards the improvement of quality that the efforts of Canadian packers must be directed.

The meat of cattle and calves is imported in some volume to a total of 513 tons (402), principally from Baltic countries.

The last section in this meat group includes "other edible parts of animals"; imports under this heading amounted to 134 tons (96), of which 109 tons came from the United States (86). Canada is not mentioned as a source of supply.

Imports of pork, including smoked, fresh and salted hog meat, amounted to 1,386 tons (2,262), of which the smoked and fresh pork came from the Baltic countries and Czechoslovakia. Imports of smoked pork only amounted to 18 tons; and only 124 tons of fresh pork were imported, practically all from Finland.

*Salt Pork.*—During 1931 1,244 tons of this commodity were imported into Sweden (2,158), and of this total the United States is credited with 1,185 tons (2,123), the only other countries shipping any volume being Great Britain, 21 tons (28), and the Argentine, 28 tons (nil). In the trade statistics for 1930 Canada was credited with 5 tons.

#### FISH

This subsection of the animal products group includes practically all edible fish products except those hermetically preserved. Excluding fish roe, the imports of these products amounted to 49,058 tons (48,376). By far the most important items are those respecting herring. In 1931, 28,595 tons of salted herring were imported (27,876), of which 19,512 tons came from Norway (14,294), and 7,988 tons from Iceland (11,651). There were also imported 941 tons of spiced herring (1,228), 5,639 tons of herring spiced and salted or sweetened (4,571), and 3,523 tons of fresh herring (3,515).

Notwithstanding the length of the coast-line of Sweden, large quantities of fresh fish are annually imported. Included with this section is fresh salmon, which also takes care of the fresh frozen salmon. During 1931, 501 tons of this commodity were imported (409), of which the bulk came from Finland, 134 tons (145), and from Norway 190 tons (95). From Great Britain were shipped 68 tons (28), from Germany 63 tons (53), and from the United States 1½ tons (385 kilograms). Canada is not shown as a country of supply, but it is possible that some Canadian frozen salmon has reached Sweden either through Great Britain or through Germany.

Besides salted herring, other salted fish are imported—for example, 441 tons of salt codfish (677), and 768 tons of salted salmon (707). Of salted salmon



about one-half came from the United States, 380 tons (395), 152 tons from Germany (107), 149 tons from Denmark (122), 32 tons from Russia (45), and 22 tons from Japan (nil). In the trade returns for 1930 Canada is shown as having supplied 3 tons, 850 kilograms. As in the case of salted pork and frozen salmon, it is probable that the bulk of the imports of salted salmon credited to Great Britain, Germany, Denmark, and to the United States are largely the product of Canadian packers, but the absence of declarations of origin on importation does not make it possible for the Swedish statisticians to prepare trade figures with any accuracy as to the country of origin. Their only interest for statistical purposes is in the country from which the goods have been shipped.

Fair quantities of fish roe are imported, as well as fresh shell fish. During 1931, 178,542 fresh lobsters were imported into Sweden, principally from Norway (226,698).

#### DAIRY PRODUCTS

Despite the fair measure of success which is attending the efforts of those interested in Swedish agriculture to improve conditions in this important field, large quantities of certain farm products are purchased in other countries. The demand for butter is met almost entirely from within: in 1931 only 17.8 tons of butter were imported (8.39). Imports of cheese for the Swedish "cold table" are fairly large, aggregating in 1931 over 767 tons (668). Switzerland supplied by far the greatest amount, 281 tons (322), with France contributing 95 tons (97), Norway 97 tons (74), Holland 97 tons (70), Finland 77 tons (52), and Denmark 55 tons (8).

*Condensed Milk.*—During 1931, 165 tons of condensed milk of all types were imported into Sweden (207), Holland being by far the more important supplier to the extent of 140 tons (185). Some 10 tons were imported from the United States (12), and from Switzerland 6 tons, just a few kilograms more than in 1930.

*Dried Milk.*—The market for dried milk in Sweden during 1931 was about the same as in 1930. In 1931, 172 tons were imported (177), of which 84 tons came from Holland (145), 54 tons from Denmark (8), and 12 tons from Great Britain (5). Neither Canada nor the United States are recorded as having shipped any dried milk to Sweden.

*Eggs.*—Large quantities of fresh eggs are imported into Sweden; in 1931 the volume amounted to 23,649,667 eggs (7,537,029), which weighed 1,423 tons (453). Of the imported eggs, 808 tons (112) came from Denmark, 559 tons (305) from Finland, and 51 tons (36) from Norway.

*Honey.*—The small market that exists in Sweden for honey, which amounted to 43,662 kilos (45,646) in 1931, remains fairly uniform; the chief source of supply seems to be Denmark, which in 1931 shipped 18,364 kilograms (15,838). Other countries which shared in this small market were Germany 12,536 kilograms (7,448), Great Britain 3,449 (4,315), and the United States 4,026 (5,429). In 1930 Australasia was credited with 5,661 kilograms, but this geographical division is not separately mentioned in the 1931 figures. Canada also is not specifically mentioned.

*Bones and Horns.*—Sweden being an important manufacturing country provides a fair market for bones and horns. In 1931 the imports of these products of the packing house industry amounted to 3,294,193 kilograms (4,653,914). Denmark occupies first place as a source of supply, shipping some 1,246 tons (1,160). Norway is of next importance with 650 tons (838), followed by Finland with 782 tons (920), Poland with 410 (806), and Argentina with 200 tons (528).

The shells of various shell fish are also imported into Sweden in some volume. The imports are grouped as unworked fish shells: imports in 1931 amounted to 6,245 tons (2,667). Denmark supplied by far the largest quantity,

3,238 tons (2,406), followed by Germany, 2,891 tons (253). In 1931 the United States was credited with 110 tons (no specific mention in 1930.)

The imports of bristles in 1931 amounted to 50,539 kilograms (66,320), chiefly from Germany and Great Britain. In 1930 Russia supplied 17,041 kilograms, but none in 1931.

Horsehair is imported into Sweden in very large quantities; in 1931 the total reached 284,592 kilograms (165,595). Imports from Germany amounted to 109 tons (59), from Argentina 102 tons (16), and from Russia 23 tons (34). Neither the United States nor Canada, according to the trade statistics, were a source of supply.

*Feathers.*—This group of imports is subdivided into three sub-sections. Feathers unwashed and unassorted were imported to the extent of 48,435 kilograms (62,070), of which 31,825 kilograms came from the United States (40,820). Great Britain supplied 13,064 kilograms (5,947), and Denmark, 1,309 (11,868). Of down feathers, 25,931 kilograms were imported (25,619), of which 20,975 kilograms came from Denmark (20,294), in all probability from Greenland. Imports of "other feathers" in 1931 reached a total of 236,860 kilograms (225,554), of which 186,562 kilograms came from Denmark (169,206), Germany 34,064 (32,454), and Czechoslovakia 13,645 kilograms (17,071).

One of the largest sections of imports included in this group of animal products covers "casings, and other parts of animal, not elsewhere included." The total imports included in this rather comprehensive class aggregated 2,053 tons (2,178). Germany is credited with 751 tons (809) and the United States is shown as the second largest source of supply with 495 tons (587). Denmark is a large shipper of these products and in 1931 is credited with 446 tons (361). Great Britain is credited with 92 tons (108), while a long way down the list of 18 supplying countries Canada is credited with 6½ tons (no mention in 1930). Holland shipped 63 tons (64), and Russia 44 tons (37).

## CONDITIONS IN THE NETHERLANDS

RICHARD P. BOWER, ASSISTANT TRADE COMMISSIONER

Rotterdam, July 6, 1932.—Economic conditions in the Netherlands during the second quarter of the year have shown no improvement. Since the beginning of the period quota restrictions with varying time limits have been applied or further extended on numerous products, including china, fine earthenware and sanitary earthenware, wall tiles, inner and outer bicycle tires, and fresh chilled or frozen meats.

A measure for granting assistance to the dairy industry has recently been passed by the legislature. The Netherlands produces about 880,000,000 gallons of milk per annum, about half of which is exported in the form of butter, cheese and other products. At present prices, it is estimated that the Dutch farmer is losing approximately 3½ cents on each gallon of milk produced, which represents a loss of roughly \$32,000,000 a year to the industry. Support in the form of a price guarantee is to be given to the poultry breeders.

A bill to provide support for Dutch hog breeders is considered necessary because of the marked decline in the volume and value of exports. (Details of this measure are given in *Commercial Intelligence Journal* No. 1486, July 23.)

The shipping industry is in a critical situation, due not only to the very limited demand for cargo space and the small volume of passenger traffic, but to the fact that over 54 per cent of the world's mercantile fleet is in the hands of shipowners domiciled in countries with depreciated currencies. In addition many foreign governments subsidize steamship lines so that rates quoted result in an actual loss on each sailing made by many of the Dutch ships. The Hol-



land America Line, for example, reports a loss from its operations in 1931 of 7,755,564 florins compared with 2,355,722 florins in 1930. The passengers carried to and from North America declined from 31,618 in 1930 to 18,898 in 1931.

Shipbuilding in Holland as in other countries is in a very depressed condition. Tonnage under construction at the end of March totalled 51,000 as against 121,000 and 179,000 on the same date in March, 1931 and 1930 respectively.

Dutch export trade continues unsatisfactory. Imports have been affected to a lesser degree, as the restrictive measures imposed do not affect the more substantial import items.

#### CONTEMPLATED DUTY REDUCTIONS

Representatives of the Dutch, Belgium, and Luxemburg Governments in a convention held at Ouchy in Switzerland have drafted proposals for a "reciprocal and progressive reduction of economic barriers" which are to be submitted to the respective Governments for approval. A feature of the proposals is that any other country may adhere to the convention on a footing of equality with the signatory states. The signatories will jointly agree to impose no fresh import duties and to reduce existing rates by annual decreases of 10 per cent until a basic level—which it is contemplated will be 8 per cent ad valorem on manufactured goods and 4 per cent on semi-manufactured goods—is reached.

#### DIVIDENDS OF PUBLIC COMPANIES AND BANKING INSTITUTIONS

Company reports covering 1931 activities have been issued and these almost all indicate smaller profits and decreases in dividends. In the Philips Lampworks at Eindhoven there are only 9,400 employees at the present time compared with 21,000 two years ago. Net profits in 1931 amounted to 7,518,000 florins compared with 12,780,000 florins in 1930; the dividend on the common stock has been cut from 6 to 4 per cent. The position of the company remains sound, the reasons for the unfavourable showing being attributable to diminished world purchasing power, import prohibitions and quotas, and foreign exchange restrictions.

Industrials announcing reduced dividends include Unilever N.V., 8 per cent (10 per cent in 1930), and the Nederlandsche Kabelfabriek, 17 per cent (25 per cent). Among those who have passed their dividends are the Nederlandsche Ford Automobielen Fabriek (20 per cent in 1930), Wilton-Feyenoord (7 per cent), Nederlandsch Indische Gas Maatschappij (12½ per cent), Rotterdam Lloyd (4 per cent), and the Stoomvaart Mij. "Nederland" (7 per cent).

The present depression has also had its effect upon railway traffic. Dutch railways have found it necessary to reduce wages. All lines within the country are state-owned, but it is the policy of the government to make revenues cover expenses.

The annual reports of the large financial institutions reflect the unsatisfactory conditions in decreased dividends with the Rotterdamsche Bankvereniging paying 3 per cent compared with 5 per cent in 1930, the Incasso-Bank 3 and 6 respectively, and the Twentsche Bank 4 and 6·5.

#### GOVERNMENT REVENUES

The position of the government finances remains satisfactory. While total revenues are below those for the same period of last year, they are still somewhat above the estimates, due chiefly to increased custom house receipts and

returns from new forms of taxation. Government expenditures have been curtailed through civil service salary reductions of from 3 to 5 per cent, and through economies in administration.

#### NETHERLANDS BANK

The recently published annual report of the Netherlands Bank—the national bank of issue—states that as a result of the substantial losses incurred when the pound sterling left gold the policy of recalling all gold balances held abroad has been adopted and there is now a gold coverage of almost 100 per cent.

At the annual meeting the president of the bank emphasized the soundness of the guilder and the policy of the directors to keep the Dutch currency on a gold basis. Reduced earnings are to be met by curtailing expenses, along which line considerable progress has already been made.

### CONDITIONS IN COLOMBIA AND VENEZUELA

J. A. STRONG, CANADIAN TRADE COMMISSIONER

[Colombian peso equals \$0.973 Canadian at par]

Panama City, July 5, 1932.—The value of Colombian products exported in 1931 was \$98,009,000 as against \$112,709,000 in 1930 and \$133,605,000 in 1928, when Colombian exports reached their highest level. Of this amount coffee accounted for \$55,180,000, crude petroleum \$15,862,000, and gold \$17,976,000. The production of gold was estimated at \$3,676,000 in 1931.

Total imports into Colombia in 1931 were valued at \$41,056,000 as compared with \$62,841,000 in 1930 and \$126,377,000 in 1929. The decrease is due both to economic conditions and to successive increases in import duties in May, September, and December of last year. These increases particularly affected imported foodstuffs, of which wheat and flour have been two important items in Colombian trade.

Imports of foodstuffs in 1931 were valued at \$6,085,396 as against \$12,950,980 in the previous year. The following table shows the principal items of interest:—

	1931		1930	
	Met. Tons	\$1,000	Met. Tons	\$1,000
Wheat.. . . .	24,492	644	32,674	1,461
Wheat flour.. . . .	4,914	232	11,343	779
Meats, fish, prepared.. . . .	157	37	579	160
Eggs.. . . .	11	4	36	15
Hams.. . . .	36	19	91	55
Condensed milk.. . . .	273	84	589	162
Other milk.. . . .	93	49	116	71
Hog's lard.. . . .	7,563	1,533	10,875	2,682
Artificial lard, fats.. . . .	86	22	152	43
Butter.. . . .	42	23	92	74
Cheese.. . . .	24	12	66	33
Bacon.. . . .	10	5	20	11
Rice.. . . .	32,795	1,628	49,329	3,705
Oats, grain, etc.. . . . .	785	130	812	140
Malt.. . . .	1,603	142	4,199	358
Confectionery and sweets.. . . .	161	55	523	184
Biscuits.. . . .	242	90	507	204
Fresh fruits.. . . .	205	31	683	113
Tea.. . . .	35	34	40	39
Total.. . . .	87,740	\$ 6,085	139,765	\$ 12,950

#### PRESENT CONDITIONS

There has been little change in the Colombian situation in recent months. Trade is stagnant due to general economic conditions and imports continue to



fall on account of the high import duties introduced with the twofold purpose of protecting the country's finances and stimulating domestic industries, particularly agriculture. Public sentiment appears to be in favour of making the country self-supporting as far as possible where agricultural products are concerned. Coffee, and to a lesser extent crude petroleum, continue to be the main supports of the economic structure. Foreign exchange transactions can only be effected on strength of a permit from a Government commission, although little difficulty is experienced in obtaining exchange to cover legitimate commercial transactions. Work is progressing on the new wharves which are being constructed at Cartagena. Expenditures on public works as highways and railways are being limited to necessary maintenance work, and whenever possible for labour rather than materials. The political situation, which appears to be continuing favourable, should be an important factor in considering the future trend of events.

### Venezuela

[One bolivar equals \$0.193 United States currency at par]

Total imports into Venezuela in the fiscal year 1930-31 were valued at Bs.290,512,022 and exports at Bs.722,379,462. The large favourable balance, however, is due to exports of crude petroleum, which amounted to Bs.563,786,109. The latter affects the fiscal position of the country only in so far as payments for labour in Venezuela by the foreign operating companies and royalties to the Government are concerned, as the oil itself is not paid for in Venezuela. It will be noted that the value of all other Venezuelan products, consisting chiefly of coffee and cocoa, was \$153,593,353. The actual position is that, despite the fact that the country has no foreign indebtedness, Venezuelan exchange is depreciated, and this has been a factor in restricting import trade.

National revenues in 1931 amounted to Bs.188,932,746 (customs Bs.90,068,088 and internal revenue Bs.98,864,657)—a decline from 1930, but still giving the Government a surplus over expenditures.

### OIL PRODUCTION

Oil was first produced for export in quantity from Venezuela in 1920. Since then oil has not only become the principal factor in the economic situation of the country, but Venezuela is one of the main sources of world supply for this product. Production is controlled by British-Dutch and American interests. The following table gives statistics covering production and exports of crude petroleum in certain recent years:—

	Production Metric Tons	Exports Metric Tons
1920.. . . . .	69,538,971	40,669,667
1921.. . . . .	218,146,326	151,158,071
1922.. . . . .	334,822,905	274,765,515
1926.. . . . .	5,207,450,313	4,786,594,507
1929.. . . . .	19,844,936,248	19,051,400,726
1930.. . . . .	20,153,912,172	20,401,717,573
1931.. . . . .	17,191,872,770	16,466,341,830

As in Colombia, there is a considerable sentiment in favour of developing the country's agricultural industries. Coffee and cocoa are the main commodities produced for export. Wheat is not produced in any quantity, nor has the milling industry been developed, consequently flour must be imported. Shipments from Canada in 1931 amounted to 69,488 barrels.

### PANAMA CANAL TRAFFIC, 1931-32

The number of commercial vessels transitting the Panama Canal in the fiscal year ending June 30, 1932, was 4,506, or a decrease of 1,023 transits as compared with 1931.

## CEREAL CROP FORECASTS OF GREECE FOR 1932

Mr. E. K. Mazijoglou, office of the Canadian Trade Commissioner in Athens, writes under date July 5, 1932, that the Greek Ministry of Agriculture has just issued the cereal crop forecasts for the year 1932. These, with the production figures for the years 1931 and 1930, are:—

	1932	1931	1930
	M. Tons	M. Tons	M. Tons
Wheat . . . . .	568,280	351,424	283,041
Barley . . . . .	261,586	197,325	206,142
Oats . . . . .	132,368	99,443	102,864
Rye . . . . .	71,173	55,149	55,147
Meslin . . . . .	51,318	20,220	23,267
	<hr/> 1,084,725	<hr/> 723,561	<hr/> 670,461

## REGULATIONS GOVERNING EXCHANGE CONTROL IN JAPAN

Mr. James P. Manion, Assistant Trade Commissioner in Tokyo, writes under date July 2, 1932, that the regulations of the Ministry of Finance of Japan, issued with a view to implementing the law governing the flight of capital, were promulgated yesterday. The following are among the prohibitions embodied in the regulations: the transfer of capital to foreign countries; the purchase of foreign securities without the sanction of the Finance Minister; the acceptance of deposits in foreign currencies by Japanese banks; and the issue of debentures in foreign currencies without the special permission of the Minister. The Finance Minister is empowered to order the sale to the Bank of Japan of all foreign securities and deposits held in the Empire; to call for detailed reports from banks and brokers on all dealings in foreign exchange and securities; and to require firms and individuals with more than 1,000 yen in foreign currency assets or liabilities to make full reports to him within a month. The regulations close with the statement that the Finance Ministry is empowered to send inspectors to verify the accuracy of the reports submitted to the Ministry.

The full text of the regulations is on file at the Department of Trade and Commerce, Ottawa, and may be obtained on application by interested Canadian firms.

## IRISH FREE STATE INVOICE REQUIREMENTS

JOHN H. ENGLISH, CANADIAN TRADE COMMISSIONER

Dublin, July 5, 1932.—The Irish Free State Customs have prescribed the following certificates of origin to be used for imported dutiable goods upon which preferential tariff treatment is claimed:—

- No. 119 (Sale)—Produce and unmanufactured goods.
- 120 (Sale)—Manufactured goods.
- 121 (Sale)—Manufactured tobacco.
- 122 (Sale)—Composite goods.
- 123 (Sale)—Bacon and pork products.
- 125 (Sale)—Goods (other than bacon) entirely of Empire origin.

As preferential tariff treatment must be claimed at the time customs entry is made, the required certificate of origin, properly filled in, must accompany the shipment. One copy only of the certificate of origin is required by the customs officials.

On a number of occasions, Canadian shippers have furnished customers with certificates of origin as required by the United Kingdom customs, or what are known as the "Imperial Customs Forms of Invoice," but they are not ordinarily



accepted. The Irish Free State customs, moreover, require that only certificates of origin actually printed in the Irish Free State by the Stationery Office, in whom the sole right of printing is vested, be used.

Confusion has been caused by certificates of origin not having been completed and signed by a person competent to do so; the title and signature of a person in the exporting company giving the signature must not be lower in rank than that of a chief clerk. The signature of a clerk or a shipping clerk is not acceptable.

In the clearance through customs of non-dutiable goods, a commercial invoice is not ordinarily required, the declaration of the importer being sufficient; but a commercial invoice may be called for by the customs any time within twelve months. All shipments should therefore be accompanied by at least one copy of the commercial invoice which is required for customs purposes.

In the case of dutiable goods, the production of the invoice is essential. In such cases the commercial invoice should show the actual cost of the goods to the importer as far as the exporter is concerned. As the value of the goods for purposes of ad valorem duties is the price paid by the importer *including* packing, freight, insurance, etc., to port of importation, this information should be given on the invoice. Where the freight and insurance are paid by the shipper in Canada, the commercial invoice should definitely indicate this fact in order to avoid the payment of duty twice on these items. The usual custom followed by most shippers is to add the following statement (duly signed) to the commercial invoice:—

I declare the above prices include cost of packing, freight and insurance, and that no separate invoice will be or has been furnished for any portion of same.

(Signed).....  
(Shipper)

For goods shipped freight charge collect, of course, a statement of the above nature is not possible by the exporter.

The greatest care should be exercised to see that all the requirements are fulfilled. Improperly completed forms, or the use of incorrect forms, cause delay and inconvenience to the importer, and may even result in a higher rate of duty than anticipated. In cases of difficulty or uncertainty, exporters are advised to consult the Department of Trade and Commerce, Ottawa.

## TARIFF CHANGES AND CUSTOMS REGULATIONS

### United Kingdom Duty on Potatoes

Mr. Harrison Watson, Canadian Trade Commissioner in the United Kingdom, cables that the duty on imported foreign potatoes has been made £1 per ton as from July 28. This takes the place of a former rate of 10 per cent ad valorem.

### Increased British Duty on Safety Razor Blades

On recommendation of the Import Duties Advisory Committee, the tariff of the United Kingdom was increased as from July 8 on safety razor blades and blanks therefor from 20 per cent ad valorem to 20 per cent ad valorem plus a specific duty of 2s. per gross.

### Irish Free State Flour Restrictions

JOHN H. ENGLISH, CANADIAN TRADE COMMISSIONER

Dublin, July 7, 1932.—Effective from to-day, the Irish Free State Government have imposed a customs duty of 5s. per sack of 280 pounds on imports of wheat flour and wheat meal and preparations of these products (excepting bread

and biscuits). Until September 1, 1932, however, imports of normal quantities of flour will be permitted free of customs duty under licence issued by the Revenue Commissioners.

The purpose of the legislation is to place the imports of flour under control, and to restrict imports to such an amount as to supplement the output of the existing Irish mills, which by September 1 next should be operating at full capacity. The maximum output of existing flour mills is approximately 2,600,000 sacks per annum, while consumption is estimated at 2,900,000 sacks per annum. Pending the establishment under licence of further mills, flour imports will be permitted to make up the difference between home production and consumption.

It is stated by the Minister for Industry and Commerce that further legislation is to be introduced later in the year which will impose certain restrictions on the output of certain mills, probably in the form of quotas, while it is proposed to pay a production subsidy to inland millers unable to compete economically with the larger tide-water millers.

Speaking in the Dail, the Minister for Industry and Commerce stated that "there is good reason to believe that at the end of two years they would have removed completely the necessity for importing any flour, except small quantities of special grades."

Imports of flour totalled 3,331,294 cwt. in 1930, of which 2,329,000 cwt. were from Great Britain, 350,000 cwt. from Northern Ireland, 397,600 cwt. from Canada, and 230,600 cwt. from the United States.

In addition to controlling the production and import of flour, legislation is under consideration with respect to the compulsory use of certain percentages of Irish-grown wheat.

### **Irish Free State Leather Subsidy**

Mr. John H. English, Canadian Trade Commissioner in Dublin, writes under date July 7, 1932, that it is announced by the Irish Free State Government that a subsidy of 1½d. (3 cents) per pound will be paid on sole and insole leather manufactured in the Irish Free State after July 1, 1932. It is intended to limit the subsidy paid to any one firm to 25,000 hides, and a vote of £6,600 was passed to cover this year's estimated expenditure in this connection.

### **New British Preferences in the Federated Malay States**

Mr. B. C. Butler, Assistant Trade Commissioner in Batavia, writes under date July 1, 1932, that, as announced in a previous issue of the *Commercial Intelligence Journal*, British preferential treatment was introduced into the tariff of the Federated Malay States on March 21. This preferential treatment was further extended on June 1 to include other classes of commodities. The duty on non-British cycles has been increased to 20 per cent; that on British cycles remains unchanged at 10 per cent. The duty on cycle outer tires of non-British origin will be 15 cents (Straits) per cover; on those of British origin it will be 8 cents. The rate on non-British cycle inner tubes will now be 6 cents and British 3 cents. This will have the effect of materially assisting a large local factory operated by Chinese.

The British preference has been increased from 1 to 5 cents on margarine. The preference in favour of British-made cosmetics has been increased from 10 to 25 per cent ad valorem.

With a view to encouraging the cultivation of coffee in the Federated Malay States, a duty of 3 cents per pound on raw coffee and 8 cents per pound on prepared coffee has been imposed.



### French Duty on Hams

Mr. M. Bélanger, Acting Trade Commissioner in Paris, writes under date July 9 that a French Government decree, published in the *Journal Officiel* of July 8, increases the rates of duty on certain kinds of prepared meats. On ham the duty has been increased from 260 francs to 800 francs per 100 kilos net under the general tariff, and from 175 to 400 francs under the minimum tariff. Canada at present is under the general rate of duty.

### Swedish Flour Milling Regulations

Mr. Frederick H. Palmer, Canadian Trade Commissioner in Oslo, advises under date July 13, 1932, that in accordance with a Swedish royal resolution of June 22, 1932, the percentages of Swedish wheat and rye, as well as of flour of wheat and rye, which must be mixed with the imported product during the "milling period" July 1 to August 31, 1932, have been fixed as follows:—

In the case of wheat and wheat flour the proportion of domestic product required for this period has been increased from 50 to 60 per cent, the lower so-called "minimum percentage" allowed in the case of wheat for short intervals or special lots has been increased from 45 to 50 per cent, while the proportion of domestic product required in the case of rye and rye flour remains unchanged at 30 per cent

### Danish Law Providing for Increase in Revenue

Mr. Frederick H. Palmer, Canadian Trade Commissioner in Oslo, reports that, in order to alleviate the great strain placed on the national exchequer as a result of the extensive support granted to farmers and unemployed, the Danish Rigsdag passed a law on June 21, which provides for an increase of revenue by means of certain taxes and increased customs duties.

This law makes provision for an increase of 25 per cent on the income tax for the year 1932-33, as well as for a surtax of 50 öre per kilogram (approximately 7 cents per pound) and 40 öre per kilogram (approximately 5 cents per pound) on coffee and on coffee substitutes respectively. The sales tax on chocolates and confectionery has been increased from 25 to 33½ per cent, and the excise tax on gasoline and the internal tax on beer have been increased by 60 per cent and 20 per cent respectively, the surtax on cigarettes also having been subjected to a slight increase. The law also makes provision for increases in the customs duty levied on certain articles, none of which articles, however, are exported by Canada.

### Payment of Customs Duties in Chile

Mr. E. L. McColl, Canadian Trade Commissioner in Buenos Aires, advises under date June 13, 1932, that a new Chilean monetary law published on April 20, 1932, decreed among other things that import duties were to be paid in the equivalent of gold, or in other words at par.

Under a further decree of April 23, 1932, 25 per cent of the import duties, storage charges, etc., are to be payable in drafts drawn abroad. The balance of the duties will be paid at the option of the interested party either in foreign currency, in Chilean gold, or in the currency in circulation with the required surcharge to bring the amount due to par.

### Argentina Cancels Preference to Finland on Plywood

Mr. E. L. McColl, Canadian Trade Commissioner in Buenos Aires, advises that an Argentine decree, issued on December 9, 1931, granting Finland a reduction of 50 per cent off the customs duties on plywood in return for freedom from duty in Finland on Argentine milling by-products, was cancelled by Argentina on June 2, 1932.

### Extension of Temporary Increase in Uruguyan Tariff

The Canadian Trade Commissioner's office in Buenos Aires reports under date July 2, 1932, that the law requiring 25 per cent of customs duties to be paid in gold or its equivalent—as reported in the *Commercial Intelligence Journal* No. 1452 (November 28, 1931), page 873—has been extended for a further period of one year—that is to say, from July 1, 1932, to June 30, 1933.

### Supplementary Duties on Grain and Flour in Czechoslovakia

Mr. R. S. O'Meara, Canadian Trade Commissioner in Hamburg, writes under date July 7, 1932, that, with effect from July 9, the supplementary duties on Czechoslovakian grain and flour in accordance with the law of June 5, 1930, are fixed as follows:—

	Supplementary Duty Czechoslovakian per 100 Kg. (220 Lbs.)	Customs Duty Crowns
Wheat and spelt. . . . .	25	30
Rye. . . . .	27	38
Barley . . . . .	36	34
Oats . . . . .	34	36
Flour and milled products . . . . .	56	70

(Par value of 1 Czechoslovakian crown=\$0.0296)

The supplementary duties on wheat and spelt, barley, and oats have not been changed. The supplementary duty on rye represents an increase from the former rate of 24 Czechoslovakian crowns per 100 kg. and that on flour and milled products an increase from the former rate of 55 Czechoslovakian crowns per 100 kg.

### Tariff Changes in Yugoslavia

Mr. A. B. Muddiman, Canadian Trade Commissioner in Milan, writes under date July 4, 1932, that under an additional agreement (signed on April 25, and provisionally enforced as from June 1) to the Italo-Yugoslav Commercial Treaty of July 14, 1924, changes in the customs duty on several commodities have been made. These changes affect imports from countries which enjoy most-favoured-nation treatment in Yugoslavia, and therefore Canadian goods will be subject to the tariffs established thereby.

The commodities which may be of interest to Canadian exporters, and their tariff changes, are indicated below:—

	Duty in Gold Dinars per 100 Kg.	
	Old Duty	New Duty
Flour, of cereals other than rice. . . . .	8 (\$1.544)	16 (\$3.088)
Jute sacks, even with paper lining, having in warp and weft in 1 sq. cm. 18 threads or less. . . . .	32 (\$6.176)	35 (\$6.755)
Gloves of leather, or combined with textiles:—		
(a) Unlined. . . . .	1,500 (\$289.50)	1,800 (\$347.40)
(b) Lined. . . . .	900 (\$173.70)	1,500 (\$289.50)

(Conversions are made on the basis of the Canadian dollar at par, that is, one gold dinar=19.3 cents Canadian.)



### Consular Invoices Required for China

A notice appeared in *Commercial Intelligence Journal* of July 23 (page 162), stating that consular invoices will be required for goods exported to China as from September 1, 1932. Mr. L. M. Cosgrave, Canadian Trade Commissioner in Shanghai, now cables that these requirements apply to shipments made to China from the port of origin on and after September 1, 1932.

### MR. BARRÉ'S ITINERARY IN CANADA

Mr. Hercule Barré, Canadian Trade Commissioner in Paris, will visit the following cities in the course of the tour which he is making in the interest of Canadian Trade with France:—

Toronto.. . . . .	Aug. 1 to 4	Hamilton.. . . . .	Aug. 8
London.. . . . .	Aug. 5 and 6		

Canadian firms desirous of being brought in touch with Mr. Barré should communicate, for Toronto, with the office of the Canadian Manufacturers' Association, and for London and Hamilton, with the Board of Trade or Chamber of Commerce in these cities.

### TENDERS INVITED

#### Australia

Copies of tender forms and specifications have been received from Trade Commissioner D. H. Ross, Melbourne, for material required by the Postmaster-General's Department, Melbourne. These tender forms and specifications are open to the inspection of interested Canadian manufacturers at the Department of Trade and Commerce, Ottawa.

Tenders should be promptly mailed to the Deputy Director, Posts and Telegraphs, Melbourne, Australia, by registered post and endorsed "Tenders for Cords, Instrument, Schedule C.848," and "Tenders for Condensers, Schedule C.855."

Particulars of the requirements are briefly outlined thus:—

Supply and delivery of instrument cord, covered, large range of quantities, in accordance with specification No. 22a and drawings. (Tenders close October 4.)

Supply and delivery of condensers, various quantities, according to specification No. 409a and drawings. (Tenders close October 11.)

Supply and delivery of plugs, switchboard and instrument, various quantities, according to specification No. 12 and drawings Nos. C.311, C.313, C.325, C.329, C.612, C.631, C.693, C.910. (Tenders close October 4.)

#### New Zealand

Copies of specifications have been received from Mr. H. L. E. Priestman, Acting Canadian Trade Commissioner at Auckland, for equipment required by the Post and Telegraph Department, Wellington, and the Public Works Department, Wellington. These specifications are open for inspection at the Department of Trade and Commerce, Ottawa. Tenders should be addressed to the Secretary (Stores Division), General Post Office, Wellington, and the Secretary, Public Works Supplies and Tenders Committee, Wellington, in accordance with these specifications. Particulars are as follows:—

*Post and Telegraph Department.*—2,000 condensers, 1 micro-farad, to specification and drawing. (Tenders close August 9.)

*Public Works Department.*—250 strings of extra high tension transmission line strain insulators for replacement purposes, complete with fittings. (Tenders close September 27.)

Canadian Trade Commissioners should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Second Phrase Code.

## FOREIGN EXCHANGE QUOTATIONS FOR WEEK ENDING JULY 25

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending July 25, 1932, with the official bank rate. Quotations for the week ending July 18, 1932, are also given for the sake of comparison:—

Country	Unit	Nominal Quotations in Montreal Week ending July 18	Nominal Quotations in Montreal Week ending July 25	Official Bank Rate
Austria	Schilling	\$ .1639	\$ .1618	7
Belgium	Belga	.1610	.1589	3½
Bulgaria	Lev	.0083	.0082	8
Czechoslovakia	Krone	.0344	.0339	5
Denmark	Krone	.2230	.2199	4
Finland	Markka	.0186	.0184	6½
France	Franc	.0455	.0449	2½
Germany	Reichsmark	.2757	.2723	5
Great Britain	Pound	4.1246	4.0785	2
Greece	Drachma	.0079	.0078	11
Holland	Guilder	.4675	.4617	2½
Hungary	Pengo	.2034	.2008	5
Italy	Lira	.0593	.0585	5
Jugo-Slavia	Dinar	.0207	.0205	7½
Norway	Krone	.2050	.2037	4½
Portugal	Escudo	.0383	.0378	6½
Roumania	Leu	.0069	.0068	7
Spain	Peseta	.0930	.0918	6½
Sweden	Krona	.2119	.2095	4
Switzerland	Franc	.2262	.2232	2
United States	Dollar	1.1618	1.1468	2½
Argentina	Peso (Paper)	.2991	.2953	—
Brazil	Milreis	.0900	.0831	—
Chile	Peso	.0704	.0695	5½
Colombia	Peso	1.1124	1.0981	6
Mexico	Peso	.3426	.3362	6-7
Peru	Sol	.2672	.2523	—
Venezuela	Bolivar	.1713	.1662	—
Uruguay	Peso	.5489	.5418	—
Cuba	Peso	1.1546	1.1460	—
Hongkong	Dollar	.2689	.2660	—
India	Rupee	.3125	.3096	4
Japan	Yen	.3215	.3159	5.11
Java	Guilder	.4676	.4604	4½
Shanghai	Tael	.3456	.3434	—
Siam	Baht (Tical)	.....	.....	—
Straits Settlements	Dollar	.4850	.4156	—
British Guiana	Dollar	.8772	.8630	—
Jamaica	Pound	4.1537	4.1459	—
Other British West Indies	Dollar	.8772	.8630	—
Martinique	Franc	.0455	.0449	—
Guadeloupe	Franc	.0455	.0449	—
Australia	Pound	3.3013	3.2644	—
Egypt	Pound (100 piastres)	4.2303	4.1831	—



## CHANGES IN THE CONSULAR LIST

The following changes in the consular list have been advised by the Department of External Affairs at Ottawa:—

Senhor Decio Martins Coimbra as Consul of Brazil at Montreal; Mr. John S. Calvert as Consul of the United States at Regina; Mr. H. C. Smith as Vice-Consul of the United States at Toronto; and Mr. M. M. Vance as Consul of the United States at Windsor.

## TRADE ENQUIRIES FOR CANADIAN PRODUCTS

The Trade Inquiries for Canadian products published below have been received since the publication of the last issue of the *Commercial Intelligence Journal*. Interested exporters may secure the names and addresses of the firms making these inquiries, together with further details regarding the commodities required, on application to the Director, Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa, or—

### Secretary, Board of Trade—

St. John, N.B.,	Toronto, Ont.,	Winnipeg, Man.,
Halifax, N.S.,	Woodstock, Ont.,	Vancouver, B.C.,
Quebec, P.Q.,	St. Mary's, Ont.,	New Westminster, B.C.,
Sherbrooke, P.Q.,	Portage la Prairie, Man.,	Prince Rupert, B.C.
Montreal, P.Q.,	St. Boniface, Man.,	

### Secretary, Chamber of Commerce—

Kingston, Ont.,	Peterborough, Ont.,	Victoria, B.C.
Oshawa, Ont.,	London, Ont.,	
Belleville, Ont.,	Hamilton, Ont.,	

Border Chamber of Commerce, Windsor, Ont.

Industrial Commissioner, Stratford, Ont.

La Chambre de Commerce, de Montréal, 25 St. James E., Montreal, P.Q.

Secretary, Canadian Manufacturers' Association—

Toronto, Ont.,	Winnipeg, Man.,	Vancouver, B.C.,
Montreal, P.Q.,	Edmonton, Alta.,	Victoria, B.C.

The Maritime Provinces Trade Commissioner, 122 Federal Building, Toronto, Ont.

The Bureau of Provincial Information, Victoria, B.C.

**Canadian exporters should, for follow-up purposes, transmit a copy of any reply sent in response to a Trade Inquiry to the Trade Commissioner in the territory from which the inquiry emanated.**

## Foodstuffs

572. VERMICELLI; MACARONI; SPAGHETTI.—A Kingston (Jamaica) firm are desirous of hearing from Canadian exporters of the above with a view to purchase or agency.

473. INDIAN AGENCY FOR FOODSTUFFS.—A Bombay firm of general import and export merchants and commission agents desire to hear from Canadian exporters of food products with a view to representation or direct buying.

474. REPRESENTATION.—A Trinidad importer desires to hear from Canadian exporters of the following lines: flour, bran, cornmeal, tinned fish, codfish, general foodstuffs, and oats, with a view to representation in the British West Indies.

475. WHEAT FLOUR.—Firm in Venice desire to purchase wheat flour.

## Miscellaneous

476. RYE WHISKY.—Importer in Buenos Aires would like to represent Canadian manufacturer of rye whisky. Whisky must be put up in litre bottles, preferably of clear glass. C.i.f. prices, terms and commission should be sent to Canadian Trade Commissioner, B. Mitre 430, Buenos Aires.

477. RUBBER GOODS.—Manufacturers' representative in Montevideo would like to represent Canadian manufacturers of rubber goods in general, especially of surgeons' and household rubber gloves. Replies with c.i.f. prices, commission, terms, and full description of all lines should be sent to the Canadian Trade Commissioner, B. Mitre 430, Buenos Aires.

478. RECLAIMED RUBBER.—Manufacturers' representative in Buenos Aires would like to represent a Canadian manufacturer of reclaimed and scrap rubber. C.i.f. quotations, with terms and commissions, should be sent to Canadian Trade Commissioner, B. Mitre 430, Buenos Aires.

479. KEROSENE BURNERS.—Manufacturers' representative in Buenos Aires would like to represent a Canadian manufacturer of kerosene burners for domestic use. Full particulars with prices, terms and commissions should be sent to Canadian Trade Commissioner, B. Mitre 430, Buenos Aires.

480. RADIO TUBES.—A Wembley (England) firm desire to purchase radio tubes (particularly A.C. main tubes). Are prepared to purchase through United Kingdom representative.

481. RADIO AND ELECTRICAL EQUIPMENT.—A firm of electrical suppliers in New Zealand desire to receive catalogues, prices, etc., from manufacturers of various radio and other electrical equipment, including glass and porcelain insulators for radio, swan-neck electrical insulators, radio lightning arrestors; also all radio lines (not receivers) such as component parts, transformers, etc., and electrical goods such as bakelite lines and small lines suitable for house wiring requirements such as switches, holders, etc.

482. ELECTRIC MOTORS AND TRANSFORMERS.—A New Zealand firm specializing in electric motors are desirous of forming connections with manufacturers (not already represented in that country) of the following equipment: Electric motors—A.C., 400 volt, 3-phase, 50-cycle of 1 h.p. up to 100 h.p.; also fractional h.p. motors up to 3 h.p., 230 volt A.C., 50-cycle, single phase, split phase and/or R.I. Transformers—electrical for standard H.T. voltage, 11,000/400/230.

483. HICKORY HANDLES; ASH "D" STEMS.—A London (England) firm are desirous of purchasing the above and ask quotations c.i.f. London.

484. WOOD EXCELSIOR.—Manufacturers' representative in Buenos Aires is interested in obtaining samples and c.i.f. quotations, with agent's commission, on fine white wood excelsior and shredded paper for packing fruit. Replies should be sent to Canadian Trade Commissioner, B. Mitre 430, Buenos Aires, the samples being sent by sample post in packages weighing less than 1 pound. Sample of the grade of excelsior required is on file at the Department of Trade and Commerce, Ottawa.

485. ASBESTOS FIBRE.—Manufacturers' agent in Buenos Aires would like to represent Canadian exporter of asbestos fibre. Prices, terms, commissions, and samples should be sent to the Canadian Trade Commissioner, B. Mitre 430, Buenos Aires. Samples must be sent by sample post in packages weighing less than 1 pound.

### CERTIFICATES OF ORIGIN FOR GREAT BRITAIN

In order to obtain the benefits of preferential duties under the new British Tariff, Customs regulations require original invoice and *Certificate of Origin* must be produced when goods of Canadian origin are being cleared through Customs in Great Britain.

Please see that necessary forms are forwarded to your consignees as early as possible so that no delay will be encountered in clearing their goods through British Customs.

### PROPOSED SAILINGS FROM CANADIAN PORTS

*(The sailing dates are approximate and subject to change without notice)*

#### From Montreal

*To Liverpool.*—Duchess of Bedford, Aug. 5 and Sept. 2; Duchess of York, Aug. 12 and Sept. 9; Duchess of Richmond, Aug. 19 and Sept. 16; Montcalm, Aug. 26; Duchess of Atholl, Aug. 30—all Canadian Pacific; Antonia, Cunard Line, Aug. 4 and Sept. 1; Laurentic, White Star Line, Aug. 20 and Sept. 17.

*To London.*—Beaverdale, Aug. 5 and Sept. 9; Beaverbrae, Aug. 12 and Sept. 16; Beaverhill, Aug. 19; Beaverford, Aug. 26; Beaverburn, Sept. 2—all Canadian Pacific; Corrientes, Aug. 5; Ascania, Aug. 12 and Sept. 9; Alaunia, Aug. 19 and Sept. 16; Aurania, Aug. 26; Ausonia, Sept. 2—all Cunard Line.



To *Southampton*.—Montrose, Sept. 1; Montclare, Sept. 10—both Canadian Pacific.

To *Manchester*.—Manchester Producer, Aug. 4 and Sept. 8; Manchester Division, Aug. 11 and Sept. 15; Manchester Brigade, Aug. 18; Manchester Commerce, Aug. 25; Manchester Citizen, Sept. 1—all Manchester Line.

To *Avonmouth, Cardiff and Swansea*.—Concordia, Aug. 13; Kastalia, Aug. 27—both Cunard-Donaldson Line; a steamer, Aug. 27; Norwegian, Sept. 10—both Dominion Line.

To *Glasgow*.—Letitia, Aug. 12 and Sept. 9; Sulairia, Aug. 19; Athenia, Aug. 26—all Anchor-Donaldson Line.

To *Newcastle and Leith*.—Cairnross, Aug. 12; Cairnesk, Aug. 26; Cairnglen, Sept. 9—all Cairn-Thomson Line.

To *Dundee*.—Cairnross, Cairn-Thomson Line, Aug. 12.

To *Belfast and Dublin*.—Kenbane Head, Aug. 14; Fanad Head, Aug. 23—both Head Line (cargo accepted for Londonderry and Cork).

To *Antwerp*.—Beaverdale, Aug. 5 and Sept. 9; Beaverbrae, Aug. 12 and Sept. 16; Beaverhill, Aug. 19; Beaverford, Aug. 26; Beaverburn, Sept. 2—all Canadian Pacific; Evanger, County Line, Aug. 25.

To *Havre and Antwerp*.—Brant County, Aug. 9; Evanger, Aug. 25; Hada County, Sept. 9—all County Line.

To *Rotterdam*.—Kings County, Aug. 5; Lista, Aug. 24; Grey County, Sept. 9—all County Line.

To *Hamburg*.—Montrose, Canadian Pacific, Sept. 1; Remscheid, Hamburg American-North German Lloyd Line, Aug. 26 (also calls at Bremen).

To *South France and Italian Ports*.—Giorgio Ohlsen, Aug. 15; Valprato, Aug. 25—both Lloyd Mediterraneo Italian Service.

To *Scandinavian and Baltic Ports*.—Korsholm, Aug. 4; a steamer, first half September—both Swedish-American-Mexico Line; Frode, Scandinavian-American Line, Aug. 14.

To *St. John's, Nfld., and St. Pierre-Miquelon*.—Delia, July 28; Belle Isle, Aug. 4 and 18 and Sept. 1 and 15—both Newfoundland-Canada SS.; Silvia, Furness-Red Cross Line, Aug. 13 and 27.

To *Cornerbrook, Nfld.*—North Voyageur, Aug. 2, 17 and 31; New Northland, Aug. 10 and 23 and Sept. 7—both Clarke SS. Co.

To *Hamilton (Bermuda), Puerto Rico, St. Kitts, Antigua, St. Lucia, Guadeloupe, Martinique, Barbados, St. Vincent, Grenada, Trinidad and Demerara*.—Cornwallis, Aug. 12; Chomedy, Aug. 26; Colborne, Sept. 9—all Canadian National.

To *Hamilton (Bermuda), Nassau (Bahamas), Kingston (Jamaica), and Belize (British Honduras)*.—Cathcart (calls at St. Georges but not at Hamilton or Nassau), Aug. 5 and Sept. 2; Lady Rodney, Aug. 11 and Sept. 8; Cavelier (does not call at Hamilton or Nassau), Aug. 19; Lady Somers, Aug. 25—all Canadian National.

To *Bermuda, St. Kitts, Antigua, Guadeloupe, Dominica, Martinique, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo*.—Fernebo, Aug. 11; Marie Horn, Aug. 26; a steamer, Sept. 10—all Ocean Dominion SS. Corp.

To *Montevideo and Buenos Aires*.—A steamer, Canadian-South American Line, Aug. 13. To *Auckland, Wellington, Lyttelton, Dunedin, Brisbane, Sydney and Melbourne*.—Canadian Challenger, Canadian National, Aug. 27.

To *West and South African Ports*.—Calumet, Elder Dempster & Co., Ltd., Aug. 25.

### From Halifax

To *Liverpool*.—Newfoundland, Aug. 16; Nova Scotia, Sept. 6—both Furness Line; Baltic, White Star Line, Sept. 5.

To *London*.—London Exchange, Aug. 23; Japanese Prince, Sept. 13—both Furness Line.

To *Antwerp*.—Pennland, Red Star Line, Sept. 11.

To *Gothenburg*.—Gripsholm, Aug. 1; Kungsholm, Aug. 17 and Sept. 17—both Swedish-American Line.

To *St. John's, Nfld., and St. Pierre-Miquelon*.—Sambro, Sambre Shipping Co., Aug. 1; Fort St. George, Aug. 2; Nerissa, Aug. 9—both Furness-Red Cross Line; Newfoundland, Furness Line, Aug. 16 (does not call at St. Pierre).

To *St. John's, Carbonear and Port Union, Nfld., and St. Pierre*.—Magnhild, Newfoundland-Canada SS., Aug. 11 and 25 and Sept. 8.

To *Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara*.—Lady Hawkins, Aug. 9; Lady Drake, Aug. 23; Lady Nelson, Sept. 6—all Canadian National.

To *Santiago (Cuba) and Kingston (Jamaica)*.—Calabria, Aug. 3 and 31; Andalusia, Aug. 17 and Sept. 14 (calls at Montego Bay and other Jamaican outports)—both Pickford & Black, Ltd.

To *Bermuda, St. Kitts, Antigua, Guadeloupe, St. Lucia, Dominica, Martinique, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo*.—A steamer, Aug. 1 and Sept. 15; Fernebo, Aug. 16; Marie Horn, Aug. 31—all Ocean Dominion SS. Corp.

To *Hamilton (Bermuda), Nassau (Bahamas), Kingston (Jamaica), and Belize (British Honduras)*.—Cathcart (calls at St. Georges, Bermuda, but not at Hamilton or Nassau), Aug. 8 and Sept. 5; Cavelier (does not call at Hamilton or Nassau), Aug. 22—both Canadian National.

To *Hamilton (Bermuda), Puerto Rico, St. Kitts, Antigua, St. Lucia, Guadeloupe, Martinique, Barbados, St. Vincent, Grenada, Trinidad and Demerara*.—Colborne, Aug. 2 and Sept. 13; Cornwallis, Aug. 16; Chomedy, Aug. 30—all Canadian National.

### From Saint John

To *Alexandria, Port Said, Suez, Aden, Karachi, Bombay, Colombo, Madras, Rangoon and Calcutta*.—City of Dundee, American and Indian SS., Aug. 18 (cargo accepted for other Eastern ports, also for British East African ports).

To *Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara*.—Lady Hawkins, Aug. 1 and Sept. 12; Lady Drake, Aug. 15; Lady Nelson, Aug. 29—all Canadian National.

To *Kingston and Jamaican Outports*.—I. K. Ward, Aug. 6 and 20; Harboe Jensen, Aug. 13 and 27—both United Fruit Line.

### From Quebec

To *Southampton*.—Empress of Britain, Aug. 6 and 20 and Sept. 3; Empress of Australia, Aug. 25 and Sept. 14—both Canadian Pacific.

### From New Westminster

To *London and Liverpool*.—Dinteldyk, North Pacific Coast Line, Aug. 1 (also calls at Rotterdam); Knoxville City, Aug. 2 (also call at Avonmouth); Logician, Aug. 21—both B. W. Greer & Son, Ltd.; Queen City, T. A. Lee & Holway, Ltd., Aug. 4 (also calls at Cardiff); Parthenia, Aug. 8; Gracia, Aug. 29—both Balfour Guthrie & Co. (also call at Glasgow).

To *Yokohama, Osaka, Nagoya and Kobe*.—Belfast Maru, Yamashita Shipping Co., Aug. 8.

To *Yokohama, Hongkong, Osaka, Kobe and Manila*.—Tacoma, American Mail Line, Aug. 8.

To *Australian Ports*.—A steamer, Aug. 10.

To *Chilean Ports*.—Condor, C. Gardner Johnson Co., Aug. 15.

### From Vancouver

To *Yokohama, Kobe, Shanghai and Hongkong*.—Heian Maru, Aug. 11; Hikawa Maru, Sept. 8—both Nippon Yusen Kaisha (also call Osaka); Tantalus, Aug. 8; Tyndareus (calls Miiki), Aug. 28; Protesilaus (calls Miiki), Sept. 17—all Blue Funnel Line.

To *Yokohama, Kobe, Shanghai, Hongkong and Manila*.—Empress of Asia (calls Nagasaki), Aug. 13; Empress of Canada (calls Honolulu), Aug. 27; Empress of Russia (calls Nagasaki), Sept. 10—all Canadian Pacific.

To *Honolulu, Suva, Auckland and Sydney*.—Niagara, Aug. 12; Aorangi, Sept. 9—both Canadian-Australasian Line.

To *Macassar, Sourabaya, Samarang, Batavia, Singapore, Belawan Deli, Penang, Rangoon and Calcutta*.—Bintang, Aug. 7; Salawati, Sept. 7—both Silver-Java Pacific Line.

To *Auckland, Wellington, Melbourne and Sydney*.—Golden Harvest, Aug. 17; Golden Cloud, Sept. 17—both Oceanic and Oriental Navigation Co.; Waikawa, Canadian-Australasian Line, Sept. 1 (also calls Lyttelton and Dunedin).

To *Liverpool, London, Southampton and Rotterdam*.—Dinteldyk, Aug. 1; Loch Katrine, Aug. 14; Damsterdyk, Aug. 28; Loch Monar, Sept. 12—all North Pacific Coast Line.

To *London, Hull, Bergen and Oslo*.—Laurits Swenson, Aug. 15; Knute Nelson, Sept. 15—both Fred Olsen Line.

To *Scandinavian Ports*.—Axel Johnson, Aug. 17; Balboa, Aug. 27—both Johnson Line.

To *Port of Spain (Trinidad) and Bridgetown (Barbados)*.—A steamer, Canadian Transport Co., Ltd., August.

To *Rio de Janeiro, Santos, Montevideo and Buenos Aires*.—Villanger, Aug. 2; Hindanger, Sept. 10—both Westfal-Larsen Co. (cargo accepted for Pernambuco, Bahia, Rosario, Santa Fé and other ports).

To *Cape Town, Algoa Bay, East London, Durban and Laurence Marques*.—Danwood, British Columbia Shipping Agencies, Ltd., August.

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**Note.**—Firms who desire information concerning ocean mail services may have their names placed on the mailing list of the Post Office Weekly Bulletin by applying to the Post Office Department.



206  
**CONDENSED LIST OF PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE**

Applications for publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution."

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- Annual Report of the Department of Trade and Commerce. (Price 25 cents.)  
Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)  
Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)  
Canada-British West Indies-Bermuda-British Guiana-British Honduras Trade Agreement (1925). (Price 10 cents.)  
Canada-West Indies Conference (1920). (Price 25 cents.)  
Canada-West Indies Conference Report (1925). (Price \$1.)  
Dominion Grain Research Laboratory (1920). (Price 10 cents.)  
Electrical Standards and their application to Trade and Commerce.  
List of Licensed Elevators, etc. (Price 50 cents.)  
Motion Pictures, Catalogue of. (Price 25 cents.)  
Pan-Pacific Commercial Conference (1923). (Price 10 cents.)

**PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE**

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

- Commercial Intelligence Journal Weekly (in English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada, \$3.50; single copies, 10 cents.  
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Republic of Chile: Its Economic Condition and Trading Opportunities (1923). (Price 25 cents.)  
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Trading with Spain (1926). (Price 25 cents.)  
West Africa and its Opportunities for Canadian Trade (1921). (Price 25 cents.)  
Foreign Markets for Canadian Certified Seed Potatoes (1930). (Price 25 cents.)

**PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS**

The following is an abbreviated list of publications of the Bureau of Statistics.

- Census of Canada.  
Miscellaneous Statistics respecting the following: Business; Education; Employment; Finance (Provincial and Municipal); Justice; Transportation, including railways and tramways, express, telegraphs, telephones, water, etc.; Production, including agriculture, furs, fisheries, forestry, mining, construction and manufactures; Vital: Births, deaths, marriages, divorce.  
Canada, 1931.  
Year Book of Canada.  
Report of the Dominion Statistician, Annual.  
Trade (External) (Imports and Exports), Annual, Quarterly and Monthly.  
Trade (Internal), Prices, cost of living, capital movements, etc.

# COMMERCIAL INTELLIGENCE SERVICE

207

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208  
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*London:* J. FORSYTH SMITH, Fruit Trade Commissioner, Walter House, Bedford Street, Strand, W.C.2. *Cable address, Canfrucum.* (Territory—for fresh fruit only—covers United Kingdom, Norway, Denmark, Sweden, France, Holland, Belgium, Germany, and Spain.)

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*New York City:* FREDERIC HUDD, 25 Broadway. (Territory includes Bermuda.) *Cable address, Cantracom.*

**Note.—Bentley's Second Phrase Code is used by Canadian Trade Commissioners**

# Commercial Intelligence Journal

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Minister: Hon. H. H. Stevens, M.P.

Deputy Minister: James G. Parmelee

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## TABLE OF CONTENTS

	Page		Page
Trade of the United Kingdom for the First Half of 1932.. . . .	209	Financial Situation in Argentina . . .	238
Conditions in Ireland.. . . .	215	Regulations Governing Food Products and Beverages in Argentina.. . . .	240
Commercial Notes from New South Wales.. . . .	216	Invoice Requirements of Mexico.. . .	242
Central European Commodity Markets in 1931.. . . .	217	Market for Soda Ash and Caustic Soda in Central China.. . . .	243
Wheat and Flour Situation in the Netherlands.. . . .	224	Japanese Crop Report.. . . .	244
Netherlands Dried Apple Market.. .	226	Foreign Trade of Japan.. . . .	245
Swiss Cheese Industry.. . . .	226	Tariff Changes, Etc. . . . .	246
Economic Situation in Belgium.. . .	228	British Merchandise Marks Act.. .	249
Pooling of Domestic Wheat in Greece	229	Trade Inquiries.. . . .	250
Economic Conditions in Peru, Bolivia and Ecuador.. . . .	230	Foreign Exchange Quotations.. . .	252
Canadian Exports to Brazil, Fiscal Year ending March, 1932.. . . .	231	Steamship Service between Vancouver and the Middle East.. . . .	252
		Proposed Sailings.. . . .	253
		Commercial Intelligence Service.. . .	255

## TRADE OF THE UNITED KINGDOM FOR THE FIRST HALF-YEAR

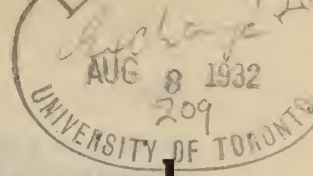
HARRISON WATSON, CANADIAN TRADE COMMISSIONER

London, July 18, 1932.—Were it not for the universal hope of coming world improvement which has been raised by the far-reaching agreement concluded at Lausanne a few days ago, and the confident anticipation that the outcome of the Ottawa Conference will be beneficial to the prosperity of the British Empire and automatically of the whole world, there is little or nothing evident in the story of trade during the first half of 1932 which indicates recovery or encouragement.

As far as the United Kingdom is concerned, the best that can be said is that if things have not gone forward, they have at least not gone backward to any appreciable extent. To that extent the position is superior to that of most European and other countries, where conditions have definitely fallen from bad to worse.

Regarded from that point of view, British trade may be said to have fairly held its own under circumstances of almost unparalleled adversity which have been ruling in many of her export markets.

Results are, however, not wholly negative, because an examination of the statistics of external trade which have just been issued for the six months establishes the fact that the Government has accomplished to a considerable degree the object at which it aimed in adopting the fiscal measures for the curtailment





of imports which came into force last autumn. Moreover, the effect has been to appreciably reduce the yawning gulf between the value of imports and exports, thereby also realizing another of the intentions of the new fiscal policy.

#### REDUCED FIGURES OF IMPORTS

The levying in the first place of the anti-dumping high-scale import duties, followed subsequently by the current all-round tariff, must be acknowledged as the main cause of the reduction of nearly £58,000,000 in the value of imports which has taken place during the period January to June, 1932, in comparison with the corresponding half-year of 1931. This sum represents upon a percentage basis a fall of 13·8 per cent, which would have been still greater but for the opportunity afforded to foreign exporters to dump enormous supplies into British ports during the respite allowed while the legislation was passing through Parliament.

While, upon the other hand, there has been no real indication of that revival of export trade which would have been the complementary realization of Government hopes, and indeed there was actually a definite shortage in the value of the goods exported, ample cause for this disappointment is provided by the ever-growing financial plight of many of the countries which have in the past provided Britain's chief outlets for manufactured and other goods.

This position was, moreover, aggravated by the trade control measures in the form of increased tariffs, prohibitions, and various forms of restriction which so many countries have adopted in the attempt to protect and defend their disappearing assets.

It goes without saying that the general depression and uncertainty which prevails throughout the world, together with the continued presence of huge stocks of unsold supplies of all kinds, have restricted purchasing to the barest hand-to-mouth basis.

In the case of Britain herself, the imminence of the Ottawa Conference and its possible influence upon inter-Empire trade have provided an additional incentive for marking time pending the progress of events.

Finally, the increase in the already onerous income tax has definitely curtailed the volume of home buying and spending, and has worked havoc, particularly in the luxury trades.

Under all the foregoing circumstances most of the industries have failed to experience any marked recovery in activity. Such revival as has taken place in a few directions has been offset by decreased work in other branches, of which a notable example is provided by shipbuilding, figures of production of which during the past quarter dropped to a level of inactivity never previously recorded.

The ups and downs which have been experienced have automatically had a grievous influence upon employment, the gradual trend towards improvement being periodically interrupted by retrograde movements. The official method of computing statistics has recently undergone alteration, but according to the latest figures issued, the position, while disappointing, shows some slight amelioration.

#### OVERSEAS TRADE

These are the figures published by the Board of Trade as giving the value of the foreign trade of the United Kingdom during the first six months of the calendar year, and for purposes of comparison they are contrasted with similar figures for the period January-June, 1931:—

	First Six months 1932	First Six Months 1931	Decrease	Per Cent
Imports . . . . .	£ 359,972,149	£ 417,822,612	£57,850,463	13·8
Exports (British) . . . . .	187,033,236	199,155,979	12,122,643	6·0
Re-exports . . . . .	29,330,153	35,708,271	6,378,118	17·8
	£ 576,335,638	£ 652,686,862	£76,351,224	11·7

Although the fall in wholesale prices has unfortunately not been completely checked, and this unfavourable factor is regarded by many authorities as one of the chief deterrents to recovery from the existing depression, the contraction during recent months has been comparatively insignificant, and in any case not to an extent that will materially affect a comparison of the figures.

Reference has already been made to the reduction accomplished in the adjustment of imports and exports. The net result lessened the so-called "adverse balance" (i.e. the excess of the value of imports over exports) by nearly £40,000,000, the figure falling from £182,958,000 in 1931 to £143,619,000 in the present half-year.

Upon reference to the summaries which follow, it is important to learn that of the total diminution of £57,850,463 in the value of *imports*, no less than £42,652,022 relate to wholly manufactured goods. Itemized details show that the shrinkage applies to all commodities.

The chief decreases are, however, in apparel (£6,388,784), woollen and worsted yarns and manufactures (£5,315,508), iron and steel and manufactures (£3,588,379), and cotton yarns and manufactures (£3,445,061).

This result must represent an alleviation to British industry from the dumping, at uncontrolled prices, which has wrought such havoc in recent years. From this point of view it is also gratifying to find that imports of the raw materials, etc., which are chiefly used by factories, show practically no falling off from those of the first half of 1931.

Turning to exports, there is unfortunately still a contraction in the value of products of the United Kingdom, and this mainly represents fully manufactured goods. Whereas, however, this item in the first half of 1931 exhibited a falling off in value of no less than £88,250,895 in comparison with 1930, the reduction during the six months just elapsed was only £7,388,346. Moreover, the bulk of this decrease (£5,807,163) relates to the item which includes ships, and, as already explained, conditions in shipbuilding have been nothing less than deplorable. Upon the other side of the ledger, there has been a gratifying improvement in cotton yarns and manufactures (£4,624,950).

As regards *re-exports*, the disproportionate shrinkage in the entrepôt trade continues, the reduced export of what is described as "imported merchandise" reaching a percentage of 17·8 per cent in comparison with only 6 per cent in the case of exports of British goods.

TABLE OF IMPORTS, EXPORTS, AND RE-EXPORTS, ACCORDING TO THE BOARD OF TRADE CLASSIFICATION, DURING THE SIX MONTHS ENDED JUNE 30, 1930, 1931, AND 1932

(a) Imports, Value *c.i.f.*

	1930	1931	1932
Food, drink and tobacco . . . . .	£233,944,651	£197,615,087	£184,484,914
Raw materials and articles mainly unmanufactured . . . . .	142,462,095	90,375,196	89,458,628
Articles wholly or mainly manufactured . . . . .	159,645,141	124,353,863	81,701,841
Animals, not for food . . . . .	1,638,419	1,740,229	1,478,033
Parcel post . . . . .	3,998,963	3,738,237	2,848,733
Total . . . . .	£541,689,269	£417,822,612	£359,972,149



TABLE OF BRITISH IMPORTS, EXPORTS, AND RE-EXPORTS, SIX MONTHS ENDED  
JUNE 30, 1930, 1931, AND 1932—*Concluded*

(b) *Exports of Produce and Manufactures of the United Kingdom, Value f.o.b.*

	1930	1931	1932
Food, drink and tobacco.. . . . .	£ 22,952,892	£ 17,727,631	£ 15,991,807
Raw materials and articles mainly unmanufactured..	34,532,384	23,739,051	21,755,969
Articles wholly or mainly manufactured.. . . . .	238,621,460	150,370,565	142,982,219
Animals, not for food.. . . . .	723,662	454,840	325,397
Parcel post.. . . . .	8,020,854	6,863,892	5,977,944
Total.. . . . .	£304,851,252	£199,155,979	£187,033,336

(c) *Exports of Foreign and Colonial Merchandise, Value f.o.b.*

	1930	1931	1932
Food, drink and tobacco.. . . . .	£ 12,104,056	£ 10,413,894	£ 8,420,835
Raw materials and articles mainly unmanufactured..	23,978,467	15,851,474	14,065,650
Articles wholly or mainly manufactured.. . . . .	13,002,974	9,119,689	6,658,075
Animals, not for food.. . . . .	194,053	323,214	185,593
Total.. . . . .	£ 49,279,550	£ 35,708,271	£ 29,330,153

IMPORTS FROM CANADA

It is customary in the course of this brief review of the half-year's trade to make some reference to the figures of imports of certain commodities from Canada which are specifically included in the monthly reports which are issued by the British Government.

Although the same conditions are associated with the statistics in all years, it should be borne in mind that the first six months of the year is a more or less lean period in the export to this country of some of Canada's leading products.

A cursory glance at the table which follows, indicative of the quantities which the United Kingdom purchased from Canada in comparison with consignments from rival countries of supply, denotes a gratifying improvement in various directions.

One sign is a recovery in *wheat* amounting to over 4,500,000 cwts. While Canada heads the list, she is still closely followed by the Argentine.

Upon the other hand, in another of the Dominion's leading products, *flour*, Canada for the first time for many years yields pride of place to Australia. Nevertheless, Canada's share of the whole trade is well maintained in comparison with the reduction in the total quantity imported.

Moreover, in the case of both *barley* and *oats* receipts from Canada are greatly increased, although the total imports of each cereal decreased materially.

It is also gratifying to find that while arrivals of Canadian *bacon* still represent little more than a fraction of the total imports, some slight improvement has taken place, which it is hoped will be the herald of a gradual recovery in this important trade.

Receipts of Canadian *cheese* also mark some improvement, although the figures cannot seriously affect the monopoly which New Zealand has now secured in this trade.

A particularly satisfactory feature of the returns is the continued increase in Canadian shipments of *unmanufactured tobacco* to Great Britain. As will be noticed, the quantity is practically double that of last year's consignments, and aided by the circumstance that an influential United Kingdom firm have now placed upon the market both smoking tobacco and cigarettes which are being sold as Canadian, there is hope that this business will continue to increase in importance.

IMPORTS OF CERTAIN PRODUCTS, MAINLY AGRICULTURAL, INTO THE UNITED KINGDOM  
DURING THE SIX MONTHS ENDED JUNE 30, 1931 AND 1932

	1931		1932	
	Quantity Cwts.	Value £	Quantity Cwts.	Value £
<i>Wheat—</i>				
Total imports.. . . . .	45,972,972	12,353,420	51,501,469	16,217,450
Canada.. . . . .	12,268,402	3,600,320	16,864,183	5,582,948
Argentine.. . . . .	9,196,312	2,264,223	15,883,370	4,723,989
Australia.. . . . .	11,568,616	3,067,020	13,189,300	4,229,244
United States.. . . . .	3,675,652	1,095,154	3,340,438	1,073,165
Soviet Union.. . . . .	7,988,745	1,976,722	1,151,442	300,855
<i>Wheat Meal and Flour—</i>				
Total imports.. . . . .	5,066,257	1,932,010	4,651,609	1,955,922
Canada.. . . . .	1,707,458	716,960	1,696,444	830,213
Australia.. . . . .	1,297,705	459,889	1,937,393	733,126
United States.. . . . .	1,038,187	468,814	368,481	187,425
<i>Barley—</i>				
Total imports.. . . . .	5,989,520	1,616,100	3,774,212	1,231,324
Canada.. . . . .	369,867	86,537	830,568	299,967
United States.. . . . .	1,543,666	573,972	312,823	147,221
Soviet Union.. . . . .	1,552,397	281,932	402,579	119,434
<i>Oats—</i>				
Total imports.. . . . .	4,220,429	849,017	3,680,222	1,088,509
Canada.. . . . .	447,248	105,724	1,257,016	423,702
Argentine.. . . . .	1,914,372	339,231	1,961,047	515,977
Soviet Union.. . . . .	1,168,440	226,062	112,921	34,297
<i>Bacon—</i>				
Total imports.. . . . .	5,401,820	16,738,926	5,784,910	14,576,291
Canada.. . . . .	9,938	34,330	105,764	311,682
Denmark.. . . . .	3,537,018	11,355,376	3,964,101	10,155,284
Poland.. . . . .	534,977	1,362,632	573,428	1,274,283
Netherlands.. . . . .	540,704	1,589,017	341,772	828,045
Sweden.. . . . .	311,580	921,387	226,224	565,317
<i>Hams—</i>				
Total imports.. . . . .	406,420	1,605,216	358,686	1,235,846
Canada.. . . . .	27,650	119,717	58,447	208,827
United States.. . . . .	310,115	1,238,438	214,145	767,370
<i>Cheese—</i>				
Total imports.. . . . .	1,455,979	4,293,265	1,464,601	4,457,487
Canada.. . . . .	35,698	124,260	80,626	238,048
New Zealand.. . . . .	1,184,094	3,240,510	1,162,076	3,446,808
Netherlands.. . . . .	82,408	275,547	94,321	267,395
Italy.. . . . .	68,379	330,521	60,249	254,341
<i>Canned Salmon—</i>				
Total imports.. . . . .	204,794	932,934	178,389	620,698
Canada.. . . . .	85,362	433,067	80,284	294,587
United States.. . . . .	63,758	318,110	35,422	162,677
Soviet Union.. . . . .	21,744	73,157	21,966	53,011
<i>Canned Lobsters—</i>				
Total imports.. . . . .	11,132	128,483	12,860	154,729
Canada.. . . . .	7,519	90,931	12,263	149,248
Newfoundland and Labrador Coast	124	1,474	399	3,880
<i>Cattle—</i>	Number		Number	
Total imports.. . . . .	318,847	5,190,549	322,911	4,945,394
Canada.. . . . .	6,599	147,546	8,221	180,263
Irish Free State.. . . . .	311,683	5,029,303	314,690	4,765,131
<i>Tobacco, Unmanufactured, Stripped and Unstripped</i>	Lbs.		Lbs.	
Total imports.. . . . .	78,495,364	4,666,695	67,110,772	3,234,241
Canada.. . . . .	4,468,838	299,388	8,683,314	617,665
United States.. . . . .	66,918,442	3,934,630	50,004,486	2,149,625
<i>Asbestos, Raw, Fibre and Waste—</i>	Tons		Tons	
Total imports.. . . . .	11,417	287,867	9,276	188,038
Canada.. . . . .	1,519	19,758	456	7,054
Rhodesia.. . . . .	4,850	145,400	5,671	126,916
<i>Copper Ore—</i>	Tons		Tons	
Total imports.. . . . .	17,925	736,468	20,012	517,084
Canada.. . . . .	10,549	526,430	9,154	380,961
Spain.. . . . .	4,334	166,475	4,531	106,550
<i>Leather, Undressed, Hides—</i>	Cwts.		Cwts.	
Total imports.. . . . .	219,782	1,225,221	174,755	994,112
Canada.. . . . .	1,668	15,185	1,431	12,443
British India.. . . . .	88,896	549,765	108,425	658,679
Germany.. . . . .	33,278	207,887	11,887	73,079
United States.. . . . .	40,587	143,606	12,723	36,190



IMPORTS OF CERTAIN PRODUCTS, MAINLY AGRICULTURAL, INTO THE UNITED KINGDOM  
DURING THE SIX MONTHS ENDED JUNE 30, 1931 AND 1932—*Concluded*

	1931		1932	
	Quantity Cwts.	Value £	Quantity Cwts.	Value £
<i>Leather, Dressed, Patent—</i>				
Total imports.. . . . .	13,972	519,049	8,494	303,344
Canada.. . . . .	2,884	95,921	3,580	136,355
United States.. . . . .	7,972	301,130	3,603	123,010
<i>Paper, Printing, not Coated, and Writing Paper in Large Sheets—</i>				
Total imports.. . . . .	3,002,951	2,156,740	2,688,399	1,734,492
Canada.. . . . .	756,878	516,888	434,494	283,482
Newfoundland and Labrador Coast	974,913	653,990	769,752	510,839
Finland.. . . . .	564,990	361,952	732,459	399,851
Norway.. . . . .	304,699	228,863	414,768	280,434
Sweden.. . . . .	165,094	116,440	250,593	147,359
<i>Paper, Packing and Wrapping, including Tissue Paper—</i>				
Total imports.. . . . .	1,595,683	1,450,005	1,551,170	1,420,474
Canada.. . . . .	11,007	9,931	31,385	33,086
Sweden.. . . . .	816,525	698,126	813,508	686,395
Norway.. . . . .	206,608	196,568	271,820	263,734
Germany.. . . . .	244,007	232,964	135,658	151,711
<i>Photographic Appliances—</i>				
Total imports.. . . . .	Value only given	734,482		469,563
Canada.. . . . .		318,333		248,628
United States.. . . . .		177,830		65,248
Germany.. . . . .		116,143		86,345
<i>Lead, Pig and Sheet—</i>				
Total imports.. . . . .	Tons		Tons	
Canada.. . . . .	148,308	1,927,301	137,339	1,777,899
Australia.. . . . .	16,379	215,463	23,691	309,876
United States.. . . . .	56,778	725,045	65,447	798,941
Germany.. . . . .	24,818	311,034	17,457	228,216
<i>Zinc, Crude—</i>				
Total imports.. . . . .	83,901	1,047,595	59,337	827,775
Canada.. . . . .	30,713	374,713	27,995	392,100
Australia.. . . . .	20,823	250,285	14,839	210,337
Germany.. . . . .	10,814	132,932	1,732	23,421
<i>Wood and Timber, Hewn, Hard, other than Mahogany—</i>				
Total imports.. . . . .	Cub. Ft.		Cub. Ft.	
Canada.. . . . .	1,649,299	307,804	1,500,075	261,629
United States.. . . . .	217,646	44,389	274,556	39,055
Germany.. . . . .	402,150	68,296	339,826	60,800
<i>Wood and Timber, Hewn, Soft—</i>				
Total imports.. . . . .	Loads		Loads	
Canada.. . . . .	97,518	354,625	98,918	350,279
United States.. . . . .	2,871	11,992	8,819	46,267
Soviet Union.. . . . .	15,093	98,049	8,642	61,542
Norway.. . . . .	32,058	46,924	32,001	52,214
Germany.. . . . .	14,772	60,951	12,725	45,767
<i>Wood and Timber, Sawn, Hard, other than Mahogany—</i>				
Total imports.. . . . .	Cub. Ft.		Cub. Ft.	
Canada.. . . . .	12,338,952	2,488,338	13,339,220	2,446,807
United States.. . . . .	1,230,305	147,913	1,650,745	177,430
British India.. . . . .	7,187,349	1,298,069	7,357,449	1,360,164
Germany.. . . . .	585,154	297,325	473,258	180,823
<i>Wood and Timber, Sawn, Soft—</i>				
Total imports.. . . . .	Loads		Loads	
Canada.. . . . .	998,148	3,805,865	1,295,563	4,333,370
United States.. . . . .	49,115	218,625	82,651	372,497
Soviet Union.. . . . .	209,269	803,107	351,943	1,067,555
Sweden.. . . . .	136,415	494,501	242,647	773,279
Finland.. . . . .	176,874	617,643	235,510	707,349
Germany.. . . . .	119,727	642,104	77,643	492,140
<i>Wood Pulp, Mechanical, Wet—</i>				
Total imports.. . . . .	Tons		Tons	
Canada.. . . . .	349,291	1,114,435	494,896	1,231,332
United States.. . . . .	5,488	16,776	10,769	32,397
Norway.. . . . .	191,809	610,990	271,529	694,762
Finland.. . . . .	76,012	247,176	135,708	309,713

## CONDITIONS IN IRELAND

JOHN H. ENGLISH, CANADIAN TRADE COMMISSIONER

Dublin, July 15, 1932.—The Irish Free State trade returns for the month of May which have just been issued show that for the twelve months' period the excess of imports over exports amounted to £15,565,443 as compared with £11,111,296 a year ago. Imports were valued at £50,239,050, and exports at £34,673,607.

For the five months' period January to May, 1932, there was a heavy decline in trade, exports totalling £11,722,451 as compared with £14,125,621 for the same period in 1931. At the same time, imports decreased by only £218,427, from £20,755,514 in 1931 to £20,537,087 in 1932. The principal decreases in exports during the period were in fat cattle, sheep and lambs, pigs, horses, fresh pork, condensed milk, eggs, and stout.

Since the beginning of 1932, a general election has changed the Government of the Irish Free State and has brought into power the Fianna Fail party under President Eamon de Valera. The new government is protectionist in policy, and in the past four months during which the assembly has been sitting a general upward revision of the tariff has taken place. In addition to subsidies and bounties to at least three industries, the passage was secured of bills to control and restrict the establishment of factories in the country and to place under government regulations the flour milling industry.

As a result of the withholding of the land annuity payments due by the Irish Free State to Great Britain in June, special customs duties of 20 per cent have been applied by the British Government to imports of live stock and dairy produce from the Irish Free State. On the other hand, the last act of the Irish Free State Assembly before it adjourned for the summer recess was to place in the hands of the Executive full powers to make use of any trade restriction measures necessary to counteract the British duties. If the present dispute between the two Governments continues a serious dislocation of trade will result. Already the Irish Free State cattle markets have been affected, and in some instances prices have fallen considerably.

It is estimated in authoritative quarters that the unemployed in the Irish Free State now total nearly 80,000 out of a population of 2,900,000, although the official return shows only 31,372 unemployed as compared with 25,413 a year ago. To assist in relieving the situation, the Government state that they have made available the sum of £2,125,000 for road work, while other substantial sums are to be used to provide employment in the near future.

In Northern Ireland the improvement in general trade conditions which succeeded the suspension of the gold standard and the imposition of tariffs in 1931 was maintained during the first three months of 1932, and unemployment figures were at their lowest in March. Since then, however, there has been a slight set-back, and it is estimated by the Ministry of Labour that the number of unemployed registered in Northern Ireland totals 68,341, or 2,652 less than a year ago. In the building, distributive, food and drink, and tailoring and dress groups, however, a decrease in unemployment is recorded.

The half-yearly statements of the Irish banks show that each one, with the exception of the Royal Bank of Ireland, has reduced its interim dividend from last year's figure. In the first twenty-six weeks of the year the Dublin bank clearings totalled £136,370,000, an increase of £9,080,000 from last year. The increase recorded, however, is stated to be due to the two sweepstakes organized during the 1932 period rather than to any expansion in business.

Railway earnings have continued to show large decreases in all directions, and the general feeling of trade is far from optimistic. Some improvement in



retail trade was reported during the Eucharistic Congress period (June 20 to 26); but the numbers of people visiting Dublin were well below expectations and, generally speaking, trade was disappointing and remains slack and uneasy.

With regard to the linen industry, the favourable effect produced by the suspension of the gold standard was in evidence during the first three or four months of 1932, but since then dullness has set in and with the advent of the holiday season all sections of the industry are very quiet.

During the six months ending June three vessels were finished in Belfast. This completed the present program of shipbuilding, and owing to the continued depression the outlook for new orders is not promising.

## COMMERCIAL NOTES FROM NEW SOUTH WALES

B. MILLIN, COMMERCIAL AGENT

### Wheat Situation in Australia

Sydney, July 1, 1932.—Australia's wheat crop for the fiscal year ending June 30, 1932, is estimated by the Government Statistician at 179,714,000 bushels, which will place this year second only to the record crop of 213,594,000 bushels, 1930-31. During the season just ending the principal producers were the State of New South Wales (54,140,000 bushels), South Australia (44,500,000 bushels), Victoria (41,956,000 bushels), and West Australia (35,856,000 bushels). Wheat available for export from Australia at the close of May, after committed tonnage demands have been filled, appeared to be less than 28,000,000 bushels. Conditions are generally favourable for the next crop, which is now being sown. Seasonal conditions in the State of New South Wales have been specially good, and it is anticipated that there will be a large increase in the acreage sown.

### Dry Country Wheat Growing in New South Wales

Experimental breeding of hardy early-maturing varieties of wheat on the Nyngan Experimental Farm in New South Wales—where the average annual rainfall is 15.94 inches and the temperature varies from 28 degree Fahr. in the winter to 120 degrees in the summer—has met with success. While the experiments have included wheat, they are designed chiefly for the production of heavy crops of hay. During 1930 a yield of 2 tons 15 cwt. was reached; last year one variety produced 3 tons 19 cwt. per acre. The varieties performing best during the 1931 season were Waratah (3 tons 19 cwt.), Geeralying (3 tons 18 cwt.), Riverina (3 tons 16 cwt.), and Early Bird (3 tons 15 cwt.).

### Citrus Fruits in New South Wales

Citrus fruits form the largest element in fruit production in the State of New South Wales. Most of the orange groves are in the Murrumbidgee Irrigation Area, in one centre of which 25,000,000 oranges will be packed this season. Seasonal conditions have been very favourable and the quality is excellent. Regulations relating to the packing of export fruit have recently been tightened up with a view to preventing the export of inferior grades.

### Australian Rabbit Skin Market

The market for rabbit skins in Australia, in common with all other markets, has been seriously affected by the world-wide depression. The average price obtained for skins at the sales on June 17, 1931, was 2s. per pound, as against an average of 4s. per pound in normal years. The average price obtained by trappers is only about 8d. per pound.

Total offerings to date this year have been heavier than for the corresponding period of last year, but not as large as was anticipated.

With the rate of exchange 25 per cent in favour of exporters, oversea buyers are able to secure supplies at very favourable rates.

### Australian Hide Market

The position of hide producers in Australia is most unsatisfactory, but it is generally believed that prices have now reached bed-rock. Owing to the absence of oversea orders during the last month or so, prices have receded considerably, but local demand should maintain present prices, which range from 4<sup>3</sup>/<sub>8</sub>d. to 6<sup>3</sup>/<sub>8</sub>d. per pound as against 5<sup>1</sup>/<sub>2</sub>d. to 7d. twelve months ago. Any improvement in trade throughout the world should immediately reflect itself on the market.

## CENTRAL EUROPEAN COMMODITY MARKETS IN 1931

M. B. PALMER, ASSISTANT TRADE COMMISSIONER

Hamburg, July 14, 1932.—A review is appended of the past year's trade with Central European countries in those products which Canada chiefly exports to this territory.

### Grain and Wheat Flour

#### IMPORTS OF CANADIAN GRAIN BY GERMANY

The successive measures adopted by the German Government for the protection of agriculture have resulted in Germany becoming increasingly self-supporting in the matter of grain. The ratio of imports to total consumption of bread grains in 1931 was 4 per cent against 24 per cent in 1927, while that of feeding grains was 6 per cent against 21 per cent. The high duties and other restrictions have effectively reduced the imports of foreign grain and a further decline occurred last year. The following table compares the German figures of the total imports and the imports from Canada of the chief kinds of grain for the past three years:—

#### German Grain Imports

	1929		1930		1931	
	Total Imports	Imports from Canada	Total Imports	Imports from Canada	Total Imports	Imports from Canada
			In Metric Tons (2,204 lbs.)			
Wheat.. . . .	2,140,089	746,190	1,197,187	475,748	797,640	510,090
Rye.. . . .	144,467	17,100	59,036	442	101,823	1,591
Feeding barley.. . .	1,572,239	452,578	1,359,497	79,901	671,554	120,805
Other barley.. . .	193,591	101	163,430	....	85,010	2,804
Oats.. . . .	110,955	11,097	19,263	345	48,444	147

While Canada improved her position slightly last year, the general trend has been downward, best illustrated by the fact that in 1928 German wheat imports from Canada alone amounted to 1,067,107 tons.

Canada with 510,090 tons was the largest supplier of wheat to Germany in 1931, and was followed by Argentine with 130,592 tons, the United States with 67,748 tons, and Soviet Russia with 49,731 tons. Roumania with 286,458 and Soviet Russia with 229,053 tons supplied the bulk of Germany's imports of feeding barley.

The above import from Canada of 510,090 metric tons of wheat is equivalent to 18,720,314 bushels. The Canadian trade statistics, on the other hand,



show an export to Germany in the year 1931 of only 5,713,863 bushels of wheat. Similar discrepancies appear in the case of other grains, and it is difficult to account for the difference between the two sets of statistics even after allowing for the imports of Canadian grain into Germany through Rotterdam and other non-German ports.

#### CZECHOSLOVAKIAN GRAIN IMPORTS

Wheat and rye are the chief grains imported by Czechoslovakia in large quantities. The Czechoslovakian trade statistics show an import in 1931 of 414,053 metric tons of wheat and 198,452 tons of rye as compared with 291,284 tons of wheat and 12,218 tons of rye in 1930. Roumania appears as the chief source of supply for wheat with 193,178 tons, followed by Jugoslavia with 100,331 tons. Imports from Hamburg, which would consist mainly of Canadian and United States grain, amounted to 86,296 tons of wheat, while a direct import from Canada of 5,052 tons of wheat is also given.

#### GERMAN FLOUR IMPORTS

Imports of wheat flour into Germany have become more and more curtailed during recent years owing to gradual increases in the duty until now only relatively small quantities are received. For the first time since the war Canada is not shown in the German statistics for 1931 as having exported any flour to Germany. The following table of the German imports of wheat flour in the past four years illustrates the decline of German flour imports in general and of the purchases of Canadian flour in particular:—

#### *German Imports of Wheat Flour*

From	1928	1929	1930	1931
		In Metric Tons	(2,204 lbs.)	
United States.. . . .	22,475	12,166	4,870	244
Canada.. . . .	10,528	7,030	2,375	....
France.. . . .	84	1,262	5,256	16
Saar Territory.. . . .	548	1,932	4,065	3,956
Holland.. . . .	997	2,897	1,767	100
Switzerland.. . . .	442	505	845	2,485
Hungary.. . . .	644	2,203	821	....
Other countries.. . . .	2,787	2,314	2,190	3,912
Total.. . . .	38,505	30,309	22,189	10,713
Total value .. . . .	\$ 2,876,190	\$ 2,399,524	\$ 1,810,714	\$ 959,048

The Canadian trade returns for the calendar year 1931 show an export of wheat flour to Germany of 356,906 barrels valued at \$1,076,403 as compared with 976,642 barrels valued at \$4,652,947 in the previous year. It may be explained, however, that the bulk of the flour shown in the Canadian statistics as exported to Germany is consigned in the first instance to the Free Port of Hamburg and thence transhipped to Czechoslovakia, with smaller quantities going to Austria, Scandinavia, and the Baltic States.

#### CZECHOSLOVAKIAN FLOUR IMPORTS

Import licence requirements combined with a quota system, flour mixing law, and high duty, have greatly reduced imports of wheat flour into Czechoslovakia during recent years and have seriously affected Canadian exports of flour to that country. The following table gives the Czechoslovakian statistics of imports of wheat flour for the past three years:—

*Czechoslovakian Imports of Wheat Flour*

	1929 In Metric Tons (2,204 lbs.)	1930	1931
Total.. . . . .	163,803	189,887	27,229
Hamburg.. . . . .	51,829	74,343	16,818
Canada.. . . . .	19,189	14,227	3,323
Roumania.. . . . .	2,390	3,536	2,331
France.. . . . .	4,188	5,143	1,377
Hungary.. . . . .	72,735	67,983	938
Austria.. . . . .	1,358	740	625
Holland.. . . . .	1,969	988	167
Germany.. . . . .	1,815	885	164
United States.. . . . .	6,326	4,099	101
Jugoslavia.. . . . .	342	641	60

The above total of 27,229 metric tons for 1931 corresponds to 306,187 barrels as compared with 2,135,261 barrels in 1930 and 1,841,948 barrels in 1929. The flour shown as imported from Hamburg would be comprised of both Canadian and United States flour, of which about three-quarters, or 12,612 tons, would be Canadian. Canada therefore was the source of supply for about 15,935 tons or 179,187 barrels.

The Canadian trade returns for the calendar year 1931 show a direct export of wheat flour to Czechoslovakia of 4,675 barrels valued at \$16,135, but, as already pointed out, the bulk of the Canadian flour consumed in Czechoslovakia is first consigned to Hamburg for transshipment and is thus included in the Canadian trade returns as exports to Germany.

## TOTAL CANADIAN FLOUR EXPORTS TO CENTRAL EUROPEAN COUNTRIES

The extent of the exports of Canadian wheat flour to the different countries included in the territory assigned to the office of the Canadian Trade Commissioner at Hamburg is indicated by the following table, which shows the quantities and values of the exports as given in the Canadian trade returns for the past two calendar years:—

*Canadian Flour Exports*

To	1930		1931	
	Barrels	\$	Barrels	\$
Germany.. . . . .	976,642	4,652,947	356,906	1,076,403
Austria.. . . . .	34,276	153,669	7,538	20,678
Czechoslovakia.. . . . .	16,871	85,950	4,675	16,135
Poland and Danzig.. . . . .	7,740	40,627	2,460	8,491
Estonia.. . . . .	9,772	41,733	1,492	4,794
Total.. . . . .	1,045,301	4,974,926	373,071	1,126,501

The great falling off in Canadian exports of flour to this territory can only be explained by the stringent economic conditions, the result of which has been to increase restrictive measures against imports in the countries concerned for the benefit of the agricultural interests.

**Other Commodities**

## FRUITS

Germany is a large potential market for Canadian fresh apples, but owing to the discrimination in duty as compared with most-favoured-nation countries such as the United States, only limited quantities are received. In 1931 Germany imported 260,776,780 pounds of fresh apples, of which the United States supplied 174,700,240 pounds and Canada 52,360 pounds. The Canadian trade returns show an export of 1,354 barrels of fresh apples to Germany in 1931 valued at \$6,046, but the bulk of these would be consumed in neighbouring countries.



Germany provides the largest foreign market for Canadian dried apples, but Canadian prices in 1931 were to a large extent out of line and exports were reduced. The Canadian trade returns for the year show an export of 552,781 pounds of dried apples to Germany valued at \$34,481 as compared with 1,384,392 pounds valued at \$134,316 in 1930. The German statistics under the heading "dried apples and pears" give an import from Canada of 418,660 pounds, and from the United States 21,344,180 pounds, out of a total of 22,151,580 pounds.

Owing to high duties there are practically no exports of canned fruits from Canada to Germany.

#### PACKING HOUSE PRODUCTS

The export of meats and other packing house products from Canada to Germany has become very restricted by the successive increases in the German duties on many of these products. The German statistics for 1931 show imports from Canada of 1,374,340 pounds of sausage casings, 292,160 pounds of frozen hog livers, 163,240 pounds of oleomargarine, 54,780 pounds of lard, and 54,120 pounds of various animal waste. The Canadian trade returns give exports to Germany in 1931 of \$138,640 worth of sausage casings, 5,113 cwt. of lard valued at \$42,665, 4,469 cwt. of other meats valued at \$24,823, and 36,773 gallons of animal oils valued at \$19,879.

#### HONEY

The total German imports of honey in 1931 at 10,269,380 pounds were less than half those in 1929, mainly accounted for by an increase in duty, which now amounts to R.M.65 (\$15.48 at par) per 100 kg. (220 pounds) gross. The chief sources of supply in 1931 in order of importance were Cuba, Guatemala, the United States, the Dominican Republic, Chile, and Soviet Russia; Canada is shown as having supplied 86,020 pounds. The Canadian trade returns give an export of honey to Germany in 1931 of 118,080 pounds valued at \$7,648.

#### DAIRY PRODUCTS

Cheese is the only remaining dairy product which, in view of the high duties, can still, though in decreasing quantities, be imported into Germany from Canada. The German statistics give an import from Canada of 27,940 pounds of bulk cheese in 1931 as against 35,640 pounds in 1930 and 78,760 pounds in 1929. The Canadian trade returns for the calendar year 1931 show an export of 262 cwt. of cheese to Germany valued at \$5,768.

#### FISH AND FISH PRODUCTS

The principal Canadian fish products at present exported to Germany are frozen eels, frozen and mild-cured salmon, and fish meal. There is also a small importation into Germany of Canadian canned salmon, the trade in which is restricted by a high duty, while the export of Canadian canned lobsters (other than spiced) to this market is now adversely affected by a discrimination in duty against the Canadian product.

According to the German trade returns, there was an import from Canada last year of 637,780 pounds of fresh and frozen freshwater fish. This would include both frozen eels and frozen salmon. The Canadian trade statistics of 1931 show an export to Germany of 6,509 cwt. of frozen eels valued at \$51,410, and an export to this market of 2,836 cwt. of frozen salmon valued at \$29,944.

The total imports of salted salmon into Germany last year amounted to 3,463,240 pounds, of which the United States supplied 1,883,640 pounds and Canada 522,720 pounds. It is probable that some Canadian salted salmon was included among the imports credited to the United States. The Canadian trade statistics show an export to Germany in 1931 of 6,829 cwt. of pickled salmon

valued at \$92,120. Other countries supplying Germany with salted salmon last year were Japan and Soviet Russia, 988,900 pounds being imported from the former country and 41,800 pounds from the latter.

The total imports into Germany of all kinds of canned fish, except lobsters and crabs, amounted in 1931 to 26,858,480 pounds. Most of this import would be comprised of sardines. The United States supplied 317,020 pounds and Canada 85,360 pounds. Canned salmon and pilchards would comprise most of the imports of canned fish from these two sources. The Canadian statistics show an export of canned salmon to Germany in 1931 amounting to 564 cwt., of a value of \$5,226.

Last year Germany imported 164,780 pounds of canned crab meat from Japan, 139,040 pounds of canned lobsters from Newfoundland, and 23,100 pounds of canned spiced lobsters from Canada. Owing to the absence of a trade treaty between Canada and Germany, Canadian lobsters are subject to a considerably higher duty than those from Newfoundland.

Germany in 1931 imported 74,969 metric tons of fish meal as compared with 103,545 tons in the previous year. White fish meal from Eastern Canada continues to be regularly shipped to Germany, but last year only a small quantity of British Columbia pilchard meal was exported to this market. The following table gives the sources of supply for the fish meal imported into Germany during the past two years:—

*German Imports of Fish Meal*

	1930	1931
	Metric Tons (2,204 lbs.)	
Total.. . . . .	103,545	74,969
Norway.. . . . .	53,277	34,415
Great Britain.. . . . .	30,167	21,777
Iceland.. . . . .	4,304	4,785
Japan.. . . . .	174	3,371
United States.. . . . .	5,378	2,260
Canada.. . . . .	1,436	1,645
Sweden.. . . . .	896	1,308
Portugal.. . . . .	1,462	1,272
Argentine.. . . . .	1,417	1,149
Holland.. . . . .	1,439	564
Southwest Africa.. . . . .	148	418
France.. . . . .	1,068	339
Portuguese West Africa.. . . . .	....	310
Spain.. . . . .	499	239
British India.. . . . .	....	212
Belgium.. . . . .	268	180
Denmark.. . . . .	760	159

It is pointed out that Germany is now deriving its fish meal requirements from more sources of supply than in former years.

According to the Canadian statistics Canada in 1931 exported to Germany 38,178 cwt. of fish meal valued at \$130,521.

SEEDS

Duty discriminations handicap the import of clover and grass seeds into Germany, but the German statistics for 1931 give an import from Canada of 79,420 pounds of white clover seed and 86,240 pounds of other grass seed. The Canadian trade returns show an export to Germany in 1931 of 873 bushels of alsike clover seed valued at \$4,354 and 8,404 bushels of grass seed valued at \$24,296.

CRUDE DRUGS

Germany offers an excellent market for any crude drugs available for export from Canada such as senega root, cascara bark, and Canada balsam. Last year 57,478 pounds of senega root valued at \$23,003 were exported from Canada to this market.



## SKINS, FURS, AND FUR-BEARING ANIMALS

According to the German statistics, Germany imported from Canada last year 36,080 pounds of raw lamb skins and 4,180 pounds of raw furs. The Canadian trade returns show exports to Germany in 1931 of the following undressed skins: black and silver fox (\$516,951), beaver (\$22,737), mink (\$7,976), and muskrat (\$1,300).

The German statistics show an import from Canada of 123,200 pounds of horse hair, and the Canadian trade returns an export to Germany of \$46,557 worth of hair last year.

There was an import by Germany from Canada under the heading "living animals" to the value of \$14,050; the Canadian trade returns, on the other hand, show an export to Germany of 26 foxes valued at \$6,900 in 1931.

## FOREST PRODUCTS

Germany does not offer an extensive market for Canadian forest products, but a fairly regular business is done with this market in Douglas fir logs, lumber and staves, figured birch logs, wallboards, and sulphite pulp. At the present time the depression in the German building industry is having an adverse effect on the importation of Canadian lumber and wallboards.

The German trade returns for 1931 show imports from Canada of 540 metric tons of deciduous logs (\$27,620), 5,535 tons of coniferous logs (\$125,238), 126 tons of deciduous lumber (\$7,381), and 459 tons of coniferous lumber (\$11,429). The Canadian statistics give exports to Germany in 1931 of 2,405 M feet of Douglas fir logs (\$46,705) and 17 M feet of Douglas fir planks and boards (\$533). The Douglas fir logs are used in Germany chiefly for veneering; most of the Douglas fir lumber is imported for use as flooring.

A regular trade has been developed in the importation into Germany from Canada of Douglas fir staves and headings for acid barrels. Last year's imports under this head amounted to 232 metric tons of a value of \$16,666. The Canadian statistics show an export to Germany in 1931 of staves and headings valued at \$13,635.

Within recent years a number of connections have been formed for the importation of Canadian pulp wallboards, and the German statistics give an import from Canada under this head in 1931 of 273 metric tons valued at \$25,000. The Canadian trade returns show an export to Germany for the same period of 7,046 cwt. valued at \$24,668.

Canadian bleached sulphite pulp for the manufacture of artificial silk is shipped to Germany in substantial quantities, and an import of 6,758 metric tons valued at \$697,619 is given in the German statistics for 1931. Exports of 95,591 cwt. of bleached sulphite woodpulp valued at \$376,604 are shown in the Canadian trade returns as having been shipped to Germany during the year.

## ORES, MINERALS, AND METALS

Ores, minerals, and metals comprise one of the leading groups among the Canadian exports to Germany. In 1931 the most important were asbestos, zinc, lead, copper, aluminium, and nickel.

As a consequence of the decline in German industrial production, there were decreases last year in the importations of most kinds of minerals and metals from Canada. There were marked declines in the imports of lead and copper; on the other hand, there was an increase in the imports of nickel.

The German statistics show a total importation of 9,808 metric tons of asbestos in 1931, of which Canada supplied 5,067 tons as compared with 6,531 tons in the previous year out of a total of 14,108 tons. Other leading suppliers of asbestos were British Africa with 2,311 tons, Soviet Russia with 1,604 tons, the United States with 498 tons, and Finland with 171 tons.

The following table shows the quantities of other minerals and metals given in the German statistics as having been imported from Canada in 1931:—

*German Imports from Canada, 1931*

	Metric Tons (2,204 lbs.)
Zinc, raw or fine.. . . . .	6,854
Zinc ore.. . . . .	448
Copper, raw.. . . . .	720
Copper waste.. . . . .	273
Aluminium, raw or sheets.. . . . .	42
Aluminium waste.. . . . .	827
Lead, raw.. . . . .	2,627
Nickel, raw.. . . . .	684
Tin, raw.. . . . .	22
Bronze, raw or waste.. . . . .	28
Molybdenum and miscellaneous ores.. . . . .	1,061
Cadmium and miscellaneous metals.. . . . .	11

In 1931, however, there was a great falling off in practically all of the Canadian exports of these products to this territory.

AGRICULTURAL IMPLEMENTS AND MACHINES

Formerly Canadian agricultural implement and machinery manufacturers did an extensive business with the countries of this territory, particularly Soviet Russia, but in comparison the figures for 1931 dropped to insignificance. The following table shows the Canadian figures of the principal exports of such equipment to Soviet Russia last year with the figures for the two previous years given for comparison:—

*Canadian Exports to Soviet Russia*

	1929		1930		1931	
	No.	\$	No.	\$	No.	\$
Harvesters and binders.	1,390	275,347	2,452	565,453	..	....
Mowing machines. . . . .	1,537	81,520	796	51,187	43	2,136
Cultivators. . . . .	455	56,394	74	10,201	22	3,197
Drills. . . . .	1,119	248,038	521	122,162	1	580
Hay rakes. . . . .	1,157	55,531	16	1,592	..	....
Ploughs and parts. . . . .	....	934,449	....	153,029	..	8,474
Implement parts. . . . .	....	151,073	....	290,972	..	90,872
Total. . . . .		1,802,352		1,194,596		105,259

Similarly, last year Canada only exported to Germany 69 harvesters and binders valued at \$12,916 as compared with 420 machines valued at \$84,819 in the previous year and 2,886 machines valued at \$477,516 in 1929. The value of the exports of farm implements and parts declined to \$28,226 last year as compared with \$39,081 and \$50,818 respectively.

According to the German statistics, Canada was the chief source of supply for reapers last year with a value of \$26,904 out of a total import of \$77,142. Canada also supplied threshing machines to a value of \$8,095 out of a total import value of \$71,429. The leading source of supply in this instance was Czechoslovakia with a value of \$17,142.

RUBBER GOODS

The discrimination in duty is sufficient to prohibit the import of automobile tires into Germany, but Czechoslovakia and Austria offer markets for Canadian manufacturers. Last year Czechoslovakia imported 9,993 tire casings valued at \$122,416 and 10,153 inner tubes valued at \$25,555, while exports to Austria consisted of 8,841 tire casings valued at \$80,072 and 6,221 inner tubes valued at \$6,916.



There was a big drop in Canadian exports of canvas shoes with rubber soles to Germany last year, when only 71,600 pairs valued at \$43,099 were shipped, in comparison with 235,683 pairs valued at \$171,339 in the previous year. The German statistics give an import from Canada in 1931 of 117,235 pairs of canvas shoes and 7,782 pairs of rubber shoes.

In addition, rubber bands are being regularly shipped to the German market from Canada.

#### OTHER MANUFACTURED GOODS

Besides the products already mentioned, there are not a great many Canadian manufactured goods exported to Central Europe, since in most lines it is difficult for the Canadian exporters to compete with the European manufacturers.

A company producing electric vacuum cleaners supply the German market to a certain extent from their Canadian factory, and last year 240 vacuum cleaners of a value of \$8,286 were exported from Canada to Germany. The same applies in a lesser degree to adding and calculating machines of which six units valued at \$288 were exported last year from Canada to Germany.

The increasing popularity in Europe of ice hockey is resulting in a growing demand for the products of Canadian manufacturers, who are doing a regular business in skates, sticks, and other equipment with such countries as Germany, Austria, Poland, and Czechoslovakia.

For some years Canadian snow chains for automobiles have been sold in Germany, but increased competition is now being experienced in this line. Other automobile accessories have also been exported to a limited extent from Canada to this territory.

The above concludes the review of the past year's trade with Central Europe in those commodities which Canada chiefly exports to this territory. It will have been noted that a number of new Canadian products were introduced to these markets during the past year. In the case of other commodities adverse tariff factors have greatly hindered the further development of Canadian trade. In general it may be said that the Central European countries continue to provide a valuable outlet for the disposal of a number of the surplus products of the Dominion, and as economic conditions improve the markets will correspondingly expand.

### WHEAT AND FLOUR SITUATION IN THE NETHERLANDS

J. C. MACGILLIVRAY, CANADIAN TRADE COMMISSIONER

[One kilo equals 2.2 pounds; one florin equals \$0.402 at par]

Rotterdam, July 13, 1932.—The quantity and value of wheat imported into the Netherlands during the second quarter of the year showed little difference in comparison with the preceding three months, the respective figures being 187,697 metric tons valued at \$4,146,400 and 199,168 metric tons at \$4,036,400. The average price per ton has increased from \$20.28 to \$22.09 in comparison with \$23.59 for the same period a year ago.

Imports from Russia, which had continued to be important up until the end of March, have dropped to insignificant proportions. The heavy movement from the Argentine has continued, and this has put that country well to the front among the exporters, with the United States second, Canada third, and Australia fourth.

Imports from Canada have registered an increase in comparison with the first three months of the year, and are slightly ahead of the position held for the corresponding period of 1931 as far as quantity is concerned. The value, however, is appreciably less.

Details regarding imports during the first and second quarters of 1932 with comparative figures for the second three months of 1931 are as follows:—

Country of Origin	Apr.-June '31		Jan.-Mar. '32		Apr.-June '32	
	M. Tons	\$	M. Tons	\$	M. Tons	\$
Germany. . . . .	897	20,800	11,829	227,600	2,600	58,400
Belgium. . . . .	4,155	102,000	6,462	132,400	3,118	71,600
Russia. . . . .	56,711	1,180,800	61,729	1,197,200	1,077	19,600
Bulgaria. . . . .	.....	.....	3,017	60,000	1,589	32,800
Roumania. . . . .	.....	.....	20,105	359,200	4,299	88,800
Argentina. . . . .	36,159	837,200	48,951	1,013,600	85,313	1,870,400
United States. . . . .	18,608	514,400	20,034	466,400	38,120	844,000
Australia. . . . .	25,260	605,600	14,935	333,200	23,229	527,200
Canada. . . . .	27,386	740,400	10,206	239,200	27,808	619,600
Poland. . . . .	435	13,200	.....	.....	250	6,800
Total. . . . .	175,078	4,131,600	199,168	4,036,400	187,698	4,146,400

WHEAT IN STORAGE

Stocks of wheat in storage in Rotterdam are at a low level, although there has been an increase in the quantity between the beginning of April and the end of June. On April 2 the total stood at 30,255 tons, which by June 25 had risen to 37,985 metric tons. Out of the quantity held on the latter date, 13,540 metric tons were from the Argentine and 10,135 were from Canada. This was made up of 4,800 tons of No. 1 Atlantic, 2,270 metric tons of No. 2 Atlantic, 1,875 metric tons of No. 3 Atlantic, 900 tons of No. 2 Pacific, and 300 tons of Amber Durum. There were also 4,300 metric tons of Australian, and small quantities from the United States and Russia.

DOMESTIC CROP

An official report issued by the Ministry of Agriculture regarding the position of the domestic grain crops on June 13 shows that winter wheat is well above the ten-year average, which is represented by the cipher 70. In comparison with this, the present crop stands at 80, which taking into consideration the increased area sown, indicates a bumper yield.

The same report states that the acreage under winter wheat is 247,227 acres in comparison with 142,358 acres in 1931 and an average of 130,270 acres during the period from 1921 to 1930. The area in summer wheat is 45,188 acres against an average of 11,910 acres for the years 1921 to 1930. These heavy increases are due to the subsidization of wheat producing, which makes this branch of agriculture one of the few which is being conducted on a lucrative basis.

Up until the beginning of June farmers were receiving 12·50 fl. per 100 kilos (\$5 at par per 220 pounds) for their wheat. Early in the month this figure was raised to 15 fl. (\$6 at par). At the same time the price to the millers was also raised from 13·85 fl. to 16·35 fl. (\$5.54 to \$6.54 at par) per 100 kilos (220 pounds). This has resulted in an increase in the price of bread.

FLOUR SITUATION

Since the introduction of the wheat mixing law on July 4, 1931, the imports of flour into the Netherlands have been of insignificant proportions. The total quantity entering the country during the second quarter of the year was 7,407 metric tons valued at \$244,800, in comparison with 44,425 metric tons at \$1,736,400 during the corresponding period last year.

Particulars as to flour imports during the first two quarters of 1932, as well as the second three months of 1931, are appended:—

Country of Origin	Apr.-June '31		Jan.-Mar. '32		Apr.-June '32	
	M. Tons	\$	M. Tons	\$	M. Tons	\$
Germany. . . . .	206	7,200	.....	.....	.....	.....
Belgium. . . . .	2,315	88,800	363	10,800	398	12,800
United Kingdom. . . . .	1,226	47,200	239	8,800	240	8,400
France. . . . .	9,141	260,400	2,340	68,800	2,289	61,200
United States. . . . .	27,317	1,165,600	2,722	100,000	3,627	135,200
Canada. . . . .	2,670	113,200	131	4,400	320	11,600
Australia. . . . .	1,190	41,200	375	12,000	515	14,800
Total. . . . .	44,425	1,736,400	6,256	196,800	7,407	244,800



## NETHERLANDS DRIED APPLE MARKET

J. C. MACGILLIVRAY, CANADIAN TRADE COMMISSIONER

Rotterdam, July 21, 1932.—The Netherlands dried apple market is quiet, and quotations which have been received on new crop production from California, Washington, and Oregon have awakened but little interest. Stocks on hand are reported as being depleted, but buyers are not covering their requirements in the belief that prices will go lower before the end of the year. Under normal conditions, the Rhineland purchases considerable quantities of dried apples through the medium of Holland, which has always acted as a support to the Dutch market. At present, owing to the high German import duties, in addition to exchange regulations, this stiffening is absent.

The most recent report on the condition of the domestic apple crop indicates that it will be below average. Home-grown soft fruits have been plentiful and good, however, and importers complain that the consumption of dried apples is declining. Reports of a large apple crop in California have also made buyers slow in placing contracts.

Up to date there have been no offers of New York State rings, although some old stock prime quality sold recently for \$6.50. Extra choice California rings, late varieties, for October-November shipment are quoted at \$6.75 and choice rings at \$6.25. Extra choice Californian quarters are at \$7.60, and choice quarters at \$7, in both cases for late shipment. Extra choice quarters for July-August shipment are offered at \$7.25.

Washington and Oregon offers have not been so numerous as those from California; some of them have been coming via Hamburg. For Washington extra choice quarters, as much as \$9.50 is being asked. Extra choice rings are at from \$7.50 to \$8.75. All these figures are regarded as being much too high.

It is reported on good authority that extra choice California quarters were sold here within the past few days at \$7.75. These were packed under a well-known and well-introduced brand, which commands a premium, and the transaction referred to was probably to cover a short sale.

Apple waste quotations are also low. From Washington quotations of \$2 have been received. Old stock from the 1930 New York crop is obtainable at \$1.75 and \$2.50 is asked for 1931 production.

All the foregoing figures are per 50 kilos c.i.f. Rotterdam, and include a broker's commission of  $2\frac{1}{2}$  per cent.

According to the Netherlands import statistics, a total of 1,690 metric tons of evaporated apples was imported into the country during the first six months of the present year. Their value was \$232,000. For the corresponding period of 1931 the respective figures were 2,498 metric tons and \$451,200.

As regards this year's imports, 76 metric tons valued at \$6,400 was credited to Germany, 32 metric tons at \$3,600 to Canada, and 1,573 metric tons at \$220,800 to the United States.

## SWISS CHEESE INDUSTRY

J. C. MACGILLIVRAY, CANADIAN TRADE COMMISSIONER

[One Swiss franc equals \$0.19½ at par; one kilo equals 2.2 pounds; one hectolitre equals 22.01 Imperial gallons]

Rotterdam, July 19, 1932.—The Swiss production of milk during the last few years has been from 25,000,000 to 28,000,000 hectolitres. As the domestic consumption of milk is fairly constant, the factories producing cheese and other dairy articles are affected by the fluctuations in the output. During the past few years the annual consumption of milk by these factories has amounted to from 9,000,000 to 12,000,000 hectolitres.

In distinction from other milk-producing countries, where butter is the principal dairy product, cheese occupies the leading place in Switzerland. It is exported to many countries, with the United States, Italy, France, and Germany among the principal buyers. In 1931 exports to Canada weighed 197,391 kilos and had a value of approximately \$125,183.

#### EXPORT MARKET

Recent statistics have shown that the annual production of Swiss cheese is estimated at from 50,000,000 to 60,000,000 kilos, of which approximately 50 per cent is consumed in the domestic market. The principal variety of cheese exported is Emmentaler, while Greyerzer and Sbringreib are shipped abroad in smaller quantities. The value of Swiss cheese exports, amounting to 100,000,000 francs annually, has always been an important item in the trade balance of the country, the more so as it is a 100 per cent Swiss product.

Ever since the war Swiss exports of cheese have had to overcome difficulties on account of the steadily increasing world production of milk and milk products. In addition, the present economic depression has considerably affected the exports of this commodity, which have constantly been on the decrease since July, 1931. During the first five months of the current year cheese exports were approximately 50 per cent less than during the corresponding period of the previous year. As a result, agriculture and economic life in Switzerland are unfavourably affected. In addition to cheese, exports of condensed milk have decreased. Since previous experiences have shown that it is very difficult to restrict the production of milk, new means for consuming the surplus had to be found. This surplus is now for the greater part consumed by the manufacture of butter. Although Switzerland exports in normal times considerable quantities of milk in the form of cheese and condensed milk, large quantities of butter are imported from abroad. During the past year Swiss imports of butter reached the record quantity of approximately 1,000 carloads of 10,000 kilos each.

The various associations of the Swiss milk producers had been trying for some time to develop the production of butter and to establish central selling organizations. The present adverse conditions have forced them to expedite their efforts in this direction. The increase in the domestic butter production is considered as a temporary measure only.

#### STOCKS ON HAND AND THE IMPORT SITUATION

Although the increased butter production has considerably relieved the cheese market, the stocks of cheese on hand are still very large, especially having in view the limited export possibilities. In particular, large quantities of summer-made cheese are still unsold. In this connection the development of the domestic market is of great importance. The annual consumption of cheese in Switzerland is from 8 to 9 kilos per capita, which is relatively small. During the course of last year the turnover on the domestic market was threatened by increasing imports of foreign cheese. It was therefore considered necessary to increase the import duties on foreign cheese at the end of 1931. That this protective measure has not led to an increase in the prices of Swiss cheese has been proved by the fact that the domestic selling prices of the Swiss Cheese Union have been twice decreased by 20 francs per 100 kilos.

The best-known product of the Swiss cheese industry is Emmentaler, followed by Greyerzer, which is produced in French Switzerland and which has a characteristic flavour. The third place is occupied by rasped Sbrinz cheese, which is produced in Central Switzerland and in the canton of Lucerne. This cheese is sold approximately two years after the date of production. Particularly in Eastern Switzerland, fair quantities of Tilsiter cheese are produced. In addition, there are a number of other varieties which are of a more local importance.



Numerous factories are also engaged in the production of various sorts of soft cheese which at the present time are still imported in fairly large quantities. Moreover, large quantities of cheese in cartons are produced which are sold under various brands.

The principal kinds of Swiss cheese are manufactured full fat, which means that the dry substance contains at least 45 per cent fat. Very often the percentage is much higher. This is regarded as of the greatest importance, because many sorts of cheese which are imported and sold as "fat" do not contain this high percentage.

## ECONOMIC SITUATION IN BELGIUM

HENRI TURCOT, CANADIAN TRADE COMMISSIONER

[One metric ton equals 2,204.6 pounds; conversions have been effected at the rate of 36 Belgian francs per Canadian dollar.]

Brussels, July 15, 1932.—During the six months ended June 30, 1932, as compared with the last six months of the past year, there was a slight revival in the finished steel, textile, shoe, and paper industries. No amelioration of the situation took place in the coal industry, and the accumulation of stocks continued. At the date of writing, the coal miners in the Borinage, the principal coal producing centre in Belgium, are on strike, claiming a readjustment of wages, together with a redistribution of working hours which would permit the unemployed miners to work in the mines.

Crops are healthy and promising. Prices of agricultural products are low, and have a tendency towards further low levels.

### EXTERNAL TRADE

In the five months ended May 31, 1932—the figures for June are not yet available—imports and exports of the Belgo-Luxemburg Economic Union amounted respectively, according to the Belgian official statistics, to 13,043,557 metric tons valued at 7,093,538,000 Belgian francs (\$197,042,722) and 7,896,857 metric tons estimated at 6,555,508,000 francs (\$182,097,444); those for the corresponding period of 1931 to 15,903,480 metric tons of a value of 10,669,257,000 francs (\$296,368,250) and 10,358,773 metric tons totalling 9,990,812,000 francs (\$277,522,555). A comparison between these figures indicates therefore a reduction of 2,859,923 metric tons in the volume of imports and 3,575,719,000 francs in their value, and a decline of 2,461,916 metric tons in the volume of exports, their value showing a decrease of 3,435,304,000 francs (\$95,425,111). The difference in the volume of imports over exports has been reduced from 5,544,706 metric tons for the five months ended May 31, 1931, to 5,146,700 metric tons for the corresponding period of 1932—that is to say, by 398,006 metric tons, and the deficit of the balance of trade has passed from 678,445,000 to 538,030,000 francs—a reduction of 140,415,000 francs (\$3,900,417). The decline in the deficit of the balance of trade may be attributed principally to the decline in imports.

In a country like Belgium, the balance of trade is normally unfavourable, and the deficit is offset by invisible assets. That the invisible assets have been satisfactory during the period under review is proved by the increase of the gold reserve of the National Bank and by the stability of the belga.

### BELGIUM'S TRADE WITH CANADA

During the first five months of this year, Belgian imports from Canada for consumption in the country and in transit amounted to 127,605 metric tons valued at 105,485,000 francs (\$2,930,138) as against 126,268 metric tons valued

at 150,847,000 francs (\$4,190,194) in the corresponding period of 1931—an increase in volume of 1,337 metric tons and a decline in value of 45,362,000 francs (\$1,260,056). On the other hand, Belgian exports to Canada in the period totalled 28,527·3 metric tons of a value of 69,802,000 francs (\$1,938,888) as compared with 35,958·1 metric tons valued at 89,383,000 francs (\$2,482,861) in the corresponding period of last year—a decline in both volume and value.

Detailed figures regarding Belgium's trade with Canada for the period under review have not as yet been published.

## POOLING OF DOMESTIC WHEAT IN GREECE

E. K. MAZIJOGLOU, OFFICE OF THE CANADIAN TRADE COMMISSIONER

Athens, July 15, 1932.—Since the year 1927 the Greek Government, with a view to encouraging domestic wheat production and protecting the interests of the farmers, has organized a special service attached to the Ministry of Agriculture. The purpose of this service, called the Central Committee for the Protection of Domestic Wheat Production, is primarily the annual pooling or purchase at a price satisfactory to the wheat grower, in conjunction with a given financial institution, of a proportion of the wheat produced in the country, and gradual disposal thereof to the milling industry and the trade at prices intended to establish an equilibrium between locally produced wheat and the imported commodity.

Maintenance of barley and oats prices through the same mode of procedure, diversion of flour production to mills located in the respective wheat-growing areas, establishment of warehouses and their acquisition by agricultural associations, import and supply of cereal seeds to producers, and, further, the granting of prizes to progressive farmers, may all be cited as additional activities of the service.

Instructions for the concentration of this year's crop were issued to-day, and it is estimated that a quantity of 77,000 metric tons or over will ultimately be purchased from wheat growers as compared with half this amount in 1931. Wheat crop forecasts for this year running to 568,280 metric tons as against 351,424 metric tons actually produced in 1931, the percentage of pooling over production would consequently stand at about 13·6 per cent for this year as compared with the approximate figure of 10·9 per cent of wheat pooled for the year 1931.

The price payable to the producer, varying in accordance with the grades, will range this year between 6·90 and 7·90 drachmae per oke (\$0.053 and \$0.06 per 2.8264 pounds), as against 5·70 and 6·30 drachmae per oke (\$0.08 and \$0.09 per 2.8264 pounds) paid in 1931.

It is not known at this time when the stocks which will be pooled out of the 1932 crop will finally be exhausted; the stocks purchased in 1931 were fully exhausted by the end of February, 1932.

In so far as imports of wheat are concerned, importers will be under obligation to purchase, as in the past, domestic wheat out of the stocks pooled. The percentage of such a compulsory purchase has not yet been decided upon, but it will be in the neighbourhood of 15 per cent, the figure for last year.

Importers of flour were originally compelled to purchase wheat from the pool to the same extent as wheat importers. In view, however, of the distinct disadvantage of such a measure to the flour importers, these were subsequently exempted from such an obligation and were assessed, last year, a fixed charge (0.175 drachmae per kilogramme or \$0.0025 per 2.20 pounds of flour imported). The charge for this year has not as yet been determined.

NOTE.—The drachmae figures pertaining to this year are converted at the rate of about 130 drachmae to the Canadian dollar, whereas an approximate rate of 70 is taken for last year's drachmae conversions.



## ECONOMIC SITUATION IN PERU, BOLIVIA, AND ECUADOR

C. S. BISSETT, CANADIAN TRADE COMMISSIONER

### Peru

Lima, July 4, 1932.—The recent break in the exchange value of the sol has further restricted imports and very little is being brought in from abroad. All merchants appear to be reducing their stocks to the minimum and holding back further orders pending a betterment in the exchange rate. Some improvement has been noted in this recently, as the recent peak rate of S/5.10 to the dollar has now receded to around S/4.85. The payment of foreign obligations has been postponed in a great many cases due to the adverse rate and many applications have been received by the banks for extensions of time limit on drafts. Overdue accounts in foreign currencies will be found henceforth much more difficult to collect. There is, however, no control of exchange as yet, and drafts are being freely bought and sold by the commercial banks. Prices on all imported lines have already substantially increased. The decreased value of the sol has aided in considerable degree the agricultural community, particularly the cotton and sugar producers. These export crops are now finding readier markets abroad and sales have recently increased. The mines, however, have not improved their position, but continue to work at about 30 per cent of capacity with sales much below production. Imports for the first four months of 1932 show a drop of one-third in value, and exports a drop of about 39 per cent as compared to the same period of 1931. The gold reserve of the Reserve Bank of Peru increased slightly at May 31 as compared to the close of the previous month.

### Bolivia

No improvement has been registered in the trade situation in Bolivia. There was a large contraction of imports during the first five months of 1932 as compared to the same period of the previous year. In spite of low prices for tin, the demand has continued to decrease and further output restrictions are contemplated. Unemployment is increasing in the mines, and this is causing further unemployment in allied industries and trades. Severe control is exercised over the purchase of drafts in foreign currencies. These are sold to cover necessities only, and are available only up to the limit of the amount of foreign bills in the hands of the Central Bank. All importers must each await his turn, with the result that much delay occurs in paying drafts and trade generally is hampered. There is little prospect at present of successfully introducing any new lines into that territory.

### Ecuador

There has been a slight improvement in the situation in Ecuador. Greater confidence is now being displayed by importers in the probable stability of the sucre subsequent to the control measures instituted in early May. Severe control is being exercised by the Central Bank over the sale of drafts in foreign currencies. All foreign bills must, by law, be sold to the Central Bank at the fixed rate of Su.5.95 to the United States dollar. Applications for the purchase of foreign exchange are dealt with in order of merit, with preference given to those covering prime necessities such as flour and lard. The import of foreign bank notes was prohibited to-day, except by the Central Bank. Some delay is being encountered in obtaining drafts from the Central Bank, but present supplies of foreign exchange are fairly adequate to the demand. Due to these control measures, imports of almost everything but prime necessities have fallen off greatly. Sales generally in all lines are slow, and due to restricted purchasing power within the country, are not expected to show more than seasonal improvements for some time. The coffee, cocoa, and rice crops are comparable to those of last year, although the latter is smaller.

The issue of credit to all importers in these territories should be carefully scrutinized.

## CANADIAN EXPORTS TO BRAZIL, FISCAL YEAR ENDING MARCH 31, 1932

A. S. BLEAKNEY, CANADIAN TRADE COMMISSIONER

[Years mentioned throughout this report are Canadian fiscal years ending March 31, unless otherwise shown—i.e. fiscal year 1932 represents nine months of calendar year 1931 and three months of calendar year 1932.]

Rio de Janeiro, June 27, 1932.—Canadian exports to Brazil during the fiscal year ending March 31, 1932, were valued at \$979,854, the lowest figure since 1918 and one approaching the level of the years immediately preceding the outbreak of the Great War. It is believed, however, that considerable Canadian exports to Brazil which are sent via United States ports are not credited in Canadian returns as to that country. This belief is based on figures published in Brazil showing entries on ships' manifests. Indirect shipment has increased since the Canadian National Steamships ceased to operate on the east coast of South America. The following figures show the movement of Canadian exports to Brazil since 1921:—

1921.. . . .	\$2,835,191	1925.. . . .	\$3,417,249	1929.. . . .	\$5,872,940
1922.. . . .	2,002,449	1926.. . . .	4,832,391	1930.. . . .	4,292,293
1923.. . . .	1,929,067	1927.. . . .	7,291,479	1931.. . . .	2,799,567
1924.. . . .	2,624,310	1928.. . . .	4,897,082	1932.. . . .	979,854

### UNITED STATES FACTORIES IN CANADA AS SOURCES OF SUPPLY

Canadian exports to Brazil have consisted largely of sewing machines, rubber goods, and automobiles, produced largely by branch factories of United States firms operating in Canada. Exports of these for the fiscal years 1930, 1931, and 1932 were as follows:—

	1930	1931	1932
Sewing machines.. . . .	\$ 1,731,517	\$ 746,356	\$ 152,895
Rubber goods (chiefly tires).. . . .	1,136,020	1,128,961	280,073
Automobiles.. . . .	247,431	15,032	1,699
	\$ 3,114,968	\$ 1,890,349	\$ 434,667

The loss of export trade due to these three items alone was \$1,224,619 in 1931 and \$1,455,682 in 1932 as compared to the previous year, or 80 per cent of the total loss of trade of \$1,819,713. Other principal items in which a falling off was recorded are wheat (\$225,867) and flour (\$184,504).

### MANUFACTURED GOODS

#### SEWING MACHINES

The decrease in the value of the sales of sewing machines from \$746,356 to \$152,895 reflects the depression, the higher cost of dollars in terms of Brazilian currency, and the increased milreis duties (payable in gold) arising out of the depreciation of the milreis. The company responsible for this business has been exporting to Brazil since 1882, and has been selling on instalments in that country since 1889. Prospects for business in the present calendar year are stated to be from 5 to 10 per cent improved.

Exports from the United States have also shown a sharp decline.

#### AUTOMOBILES

Total imports of automobiles and trucks in 1931 (calendar year) were 4,429 units valued at £404,000. More than 95 per cent of these products were credited to the United States in previous years. The American trade figures



for this period show exports to Brazil of automobile parts for assembly of \$883,709, and auto parts for replacement of \$423,874. Assembled automobiles are not included in the figures. The import trade, however, was better than in 1930. If Canadian factories had had the same allotment as in 1930, a much better showing would have been made. Car exports to Brazil from Canada have been declining steadily since the 1926 fiscal year.

#### RUBBER GOODS

The decline in exports of rubber goods to Brazil is also heavy—\$280,073 in 1932 against \$1,128,961 in 1931. Exports of pneumatic tire casings were valued at \$230,896 in the fiscal year 1932 as compared with \$976,816 in 1931; of inner tubes, \$23,932 as against \$124,754; of belting, \$9,778 as against \$6,947; of hose, \$1,740 as against \$3,686; and of rubber manufactures, \$13,429 as against \$14,322.

United States exports in 1930 fell in value much more than Canadian, but the Canadian trade has suffered more heavily in 1931. Branches of United States export rubber companies do not specify as between United States and Canadian tires when indenting, and the export house, located usually in New York, allots the requirements as between Canadian and United States factories.

#### AGRICULTURAL AND VEGETABLE PRODUCTS

As Brazil is pre-eminently an agricultural country, this division of imports would not be important were it not that Brazilian agriculture is largely specialized. The climate, however, owing to the great differences in latitude from north to south, varies so much that practically everything can be grown. Many crops that could be grown are as yet neglected. With the exception of rubber goods, specially mentioned as a leading import in the past, the best openings for the Dominion have been in flour, wheat and barley malt.

#### WHEAT AND WHEAT FLOUR

No wheat was exported from Canada to Brazil in 1932. Exports from the Dominion are spasmodic and are confined to seasons of bad crops in Argentina or between crops. Leading millers in Brazil are in touch with exports of Canadian wheat and receive regular quotations, but this market cannot be counted on as a factor in the trade. Flour shipments are also irregular, but may be regarded as more regular than those of wheat. The best year was 1927, when the equivalent of 309,928 barrels valued at \$2,204,030 was shipped. In 1928 exports dropped to \$275,000, and in 1929 to \$76,627. United States shipments have been much heavier and steadier—\$5,179,245 in 1928, \$4,682,369 in 1929, and \$4,386,340 in 1930 (calendar years). From August 26, 1931, an import prohibition was proclaimed for a period of eighteen months. In the early part of 1931 shipments to the value of \$1,239,357 were received from the United States. The market is used to a soft flour, such as is produced from Argentine and American wheat. American sales were largely of soft export patent flour, and are due chiefly to the efforts of one large organization which maintains its own sales force. The flour trade is one of the most difficult in Brazil, and credits must be controlled by a representative of the mill located in this country. Canadian hard flour normally sells with difficulty in competition with soft owing to the higher price and to lack of familiarity with its baking qualities. The production of the domestic mills is large. Imports of wheat have averaged over 730,000 tons during the last three years. National production of wheat is only about 5 per cent of this amount. The recent development in Brazil of the manufacture of a high-grade yeast by United States interests should assist sales

of Canadian flour, which did not respond to the ferments previously used by Brazilian bakeries. The manufacturers of this yeast are doing much to improve baking methods and the quality of the bread produced.

#### MALT

The development of a market for Canadian malt in Brazil has been slow in the past, but is now promising. Except for the 1927 fiscal year, when exports amounted to \$29,146, sales have been small up to 1931 when the value was \$49,216. In the 1932 fiscal year sales amounted to 134,669 bushels valued at \$124,741. An inspection of ships' manifests, however, show much larger imports from Canada.

#### FRESH APPLES

In the past Canadian shipments of fresh apples to Brazil on a commercial scale have been under a duty handicap, which under favoured nation treatment did not apply to Argentina and the United States. Small shipments were made in 1928, 1929, and 1930. Canadian fresh fruit now enters Brazil duty free (except for certain incidental charges applicable to imports from all sources of supply), and a substantial development of this trade is anticipated during the current year. American sales in the past four calendar years were: 1928, 200,222 boxes (\$527,509); 1929, 212,274 boxes (\$616,899); 1930, 155,153 boxes (\$382,883); and 1931, 124,403 boxes (\$242,633). No Canadian apples entered Brazil in the fiscal year ending March, 1932.

#### WHISKY

For many years small sales of Canadian rye whisky have been made to Brazil; these in 1932 amounted to 694 gallons valued at \$2,861 as against 1,084 gallons valued at \$4,100 in 1930. An increase in the sales tax and enhanced duties have had a restrictive effect on the trade, retail prices nearly doubling in the last few years. With the recent improvement in the milreis, however, the price is now declining. Incidentally, it may be said that sales of many brands of Scotch whisky have been held up pending approval of analyses by the health authorities.

#### CANNED FRUITS AND VEGETABLES

Small sample shipments from Canada of assorted varieties of canned goods made during the last few years have not been successful. American brands established on the market have been well advertised and are entrenched; but their market is now very small. The high duties make this business very unpromising.

#### ROLLED OATS

Canadian exporters have not attempted to enter this market with tin-packaged rolled oats, but United States exporters find a good sale for this article, when well advertised. United States sales in the 1929 calendar year were valued at \$239,830, and in 1930 at \$190,645.

#### ANIMAL AND ANIMAL PRODUCTS

The principal exports of Canadian fish are indicated below for the last three fiscal years:—

	1930		1931		1932	
	Cwt.	\$	Cwt.	\$	Cwt.	\$
Dried codfish. . . . .	32,714	280,600	13,061	109,571	9,454	53,268
Dried pollock, hake and cusk. . . . .	10,963	72,340	10,776	67,574	7,010	35,591
Dried haddock. . . . .	875	7,077	.....	.....	.....	.....
Other dried seafish salted, smoked or pickled..	2,994	24,840	985	7,518	5,306	23,779



Codfish is the outstanding item. Exports have declined greatly in value, particularly in the last two years. The average Canadian exports for the four years previous to 1930 were around 40,000 cwts. Canadian shipments to Sao Paulo are, so far as is known, all from one exporter and are exclusively of the Gaspé type, and hake. In the absence of quotations on Canadian fish for many months in the year, it would appear that Brazilian price levels were not attractive. Newfoundland fish has been selling heavily in northern Brazil and Canadian exporters should visit that market. The Scotch fish exporters ship largely on consignment and seek and obtain volume sales in Rio and Sao Paulo—apparently at times at the sacrifice of price. The Norwegian shippers, after maintaining considerable resistance, have recently adopted a more liberal selling policy and this has had a detrimental effect on prices. The municipal governments have issued decrees fixing prices on food products of first necessity, including cod, and this has proved an embarrassment to the trade. Imports for the calendar year 1931 were 22,399 metric tons as against 35,392 tons in the previous year. The codfish trade between Canada and Brazil is an old-established one varying according to conditions in the principal producing and consuming countries.

A small shipment of frozen and smoked salmon was made during the year. The frozen fish was well received, but the market is very limited. The duties on canned fish are high and very restrictive, except for the trade in sardines in olive oil.

#### FOX SKINS

During the year a number of exporters of fox skins were put in touch with importers and a small trial shipment of fine skins valued at \$255 is noted in the trade returns. Importers usually buy their skins in England in the finished state; the import is considerable. One fur shop in Rio is called the "Pelleteria Canada" in which substantial numbers of Canadian fox skins are sold. These are much worn even in comparatively hot weather. Importers prefer to buy in London on their annual visit to that centre when furs of all kinds are bought.

#### UPPER LEATHER

Canadian exports of upper leather have been small, but a beginning was made in the past year when exports were valued at \$9,050. (The requirements of the market were outlined in *Commercial Intelligence Journal* No. 1381, July 19, 1930.) Owing to poor collection conditions, money has been lost in this trade. Shipments from the United States have been very heavy, and amounted to \$520,418 in the 1930 calendar year (\$200,000 in calf and kip). This is a trade in which there appears to be an opportunity for Canadian producers. Sole leathers are not of interest; upper calf offerings are the most acceptable.

#### WOOD AND ITS PRODUCTS

Canadian exports to Brazil under this heading have not shown the development which Canada's position as a pulp and paper producer appears to warrant. The opportunities are in pulp and paper rather than in lumber, with which Brazil is plentifully endowed, and on which very high import duties are imposed.

#### NEWSPRINT

There were no exports of newsprint from Canada in the fiscal year ending March, 1932; in the previous year 6,864 cwt. valued at \$13,735 were imported as against 761 cwt. valued at \$1,586 in 1930. In view of the extent of the Canadian business in the Argentine, it is evident that as prices are competitive, sales in Brazil are a matter of organization. With increased cost of material owing to the depreciation of the milreis, newspapers have been having a hard struggle

to make ends meet and credits must be closely scrutinized. The discontinuance of the Canadian National Steamships service is also a disadvantage, although it is still possible to ship direct. Canadian quotations are competitive, but a representative of the mills requires to be on the spot to control sales. It would appear to be possible to cover Uruguay and Argentina by the same representative. This is one of the most promising openings in Brazil at present, as there are still a number of newspapers which are good credit risks. Newsprint enters free of duty when for use by bona fide newspapers. Imports in the 1929 calendar year were 41,908 tons valued at £641,093, principally from Norway and Sweden.

#### PULP

Shipments of pulp were limited to a small trial order of sulphite bleached. Scandinavian mills have their own representatives in Brazil. Imports in the 1929 calendar year were 49,665 metric tons valued at \$606,050, of which 16,597 tons were from Finland, 13,258 tons from Sweden, 9,794 tons from Germany, 7,022 tons from Great Britain, and 2,959 tons from Norway. There has been some use of special pulp for the manufacture of artificial silk by an important industrialist in Sao Paulo. The paper mills specify for very long credit when they are beginning with a new product in their factories, and under present conditions it is inadvisable to grant such credits unless they are guaranteed. Under the control of exchange by the Bank of Brazil, it is almost impossible to arrange for letters of credit even if the mills were willing. There is an opening for the sale of bleached sulphite provided the financial difficulties could be overcome.

There are no other items of importance under this main heading shown in the Canadian trade returns, except an item for wood manufactures n.o.p. to a value of \$5,972.

An item of 4,000 feet of Sitka spruce valued at \$264 represents the beginning of a trade which should develop but in a limited way.

There was at one time a fair market in Brazil for American southern pine, but of recent years this has declined until it is now almost extinct. Importers show little interest in imports of Douglas fir under the present import duties; with a further appreciation in the milreis a small business might be done as well as in white pine. Southern pine is, however, considered here as more resistant to attack by white ants.

#### BOOK PAPER

A small item of 12 cwt. of book paper valued at \$142 apparently represents a bond. Attempts to market Canadian bond papers here have been unsuccessful, increased duties in the face of national manufacture of a fair grade of this product rendering competition difficult. An American brand sold here for many years has still a small sale, but is much restricted by reason of increased price.

#### FIBRES AND TEXTILES

The manufacture of textiles is the leading industry in Brazil, and under this condition Canadian exports under this heading could not assume any place of importance. In the year under review the only item over \$1,000 in value is cordage, rope and twine n.o.p. to a value of \$1,022 as against \$1,686 in 1931 and \$7,544 in 1930. The market is small. In 1930 and 1931 imports of Canadian cotton duck were valued at \$4,745 and \$3,155 respectively, falling to \$361 in 1932. This item appears regularly in trade returns, and also appears to be the result of public utility indenting. An item of \$175 for socks and stockings is new. In previous years Canadian bathing suits, wool blankets, and silk underwear were imported to a very limited extent, but with increased duties, a dearer dollar, and improved local manufacture, these are no longer in evidence.



## IRON AND STEEL AND THEIR PRODUCTS

The main items under this heading—i.e., sewing machines and automobiles—have been specially referred to. Other items include (1931 figures being placed within parentheses): pipes, tubes and fittings, \$21,480 (\$6,923); plows and parts, \$4 (\$14,697); spades and shovels, \$1,469 (\$1,288); parts for farm implements, \$61 (\$2,994); metal-working machinery, nil (\$5,001); machinery and parts, n.o.p., \$7,917 (\$5,691); ferro silicon, \$13,940 (nil); woven wire fencing, nil (\$1,835); miscellaneous iron and steel manufactures, \$8,080 (\$13,041).

## PIPES, TUBES AND FITTINGS

This is one of the few items of iron and steel on which Canadian sales have improved in Brazil during 1932. The principal market is for welded steel, galvanized pipes and fittings, of which the United States exported to the value of \$191,000 in the 1930 calendar year. Malleable iron screwed pipe fittings are also an important import from that country and were valued at \$132,240 in that year. Requirements were reported on in *Commercial Intelligence Journal* No. 1259 (March 17, 1928).

## AGRICULTURAL IMPLEMENTS

The market for Canadian agricultural implements, which had been developed until sales in 1930 were valued at \$45,154, has been temporarily wiped out, sales in 1932 being negligible. This loss is not due to duties, as these goods are generally not dutiable, but rather to agricultural conditions in Sao Paulo and elsewhere, the drop in the price of coffee and other agricultural products for the time being drastically reducing the buying power of farmers. The Government policy of buying up surplus stocks of coffee at fair prices has improved this situation greatly in recent months. In this business it is not unusual to keep small stocks on consignment, and firms are experiencing difficulty in securing cover to liquidate accounts for goods sold from consigned stocks.

## OTHER IRON AND STEEL PRODUCTS

Depreciated Brazilian currency and consequent higher duties due to collection in gold have given a number of other items under the heading miscellaneous iron and steel products a set-back. Public utility companies, owing to the scarcity of cover for remittances, increased duties, etc., are buying or are producing as much of their requirements as possible in Brazil, and postponing other purchases where possible. This contraction in buying affects quite a number of items—i.e. metal and woodworking machinery, railway cars, coaches and parts (tramway truck parts), miscellaneous vehicles, metal furniture, stoves (gas), and considerable miscellaneous iron and steel manufactures. The tendency of public utility companies is now to buy through importers to whom they can pay milreis, leaving the importer to secure the cover, it being easier for the latter to secure dollars under the exchange control regulations. Ferro-silicon, exports of which were valued at \$13,940, is a new item, and probably represents the results of attempts by the small steel industry to expand the variety of its production, an example of this being the recent successful production of railway frogs.

## NON-FERROUS METALS AND THEIR PRODUCTS

Canadian exports under this heading are the most promising feature of the year's trade (with the exception of malt), and are shown below for the year ending March, 1932, and preceding years:—

	Fiscal years ending March		
	1930	1931	1932
Aluminium in bars, blocks, etc. . . . .	\$ 38,078	\$17,243	\$56,448
Aluminium manufactures, n.o.p. . . . .	209,880	49,814	797
Brass in bars, rods, strips, sheets, plates and tubing. . . . .	4,426	1,240	803
Brass valves. . . . .	994	79	369
Brass manufactures, miscellaneous. . . . .	353	145	16
Copper in bars, rods, strips, sheets, plates and tubes. . . . .	4,469	1,501	27,483
Copper wire. . . . .	12,280	1,863	452
Copper manufactures, miscellaneous. . . . .	1,075	....	1,916
Lead in pigs, refined lead, etc. . . . .	17,906	6,439	54,568
Cobalt alloys. . . . .	900	404	47
Metals other, unmanufactured. . . . .	11,979	170	343
Metals other, manufactured. . . . .	2,557	2,736	611
Zinc spelter. . . . .	....	....	9,480

*Aluminium.*—Canadian-American producers of aluminium have their own selling branch in Sao Paulo. Canadian exports of bars or ingots to Brazil are the most satisfactory in recent years. Some of this business is going to Norway. Imports of manufactured aluminium are composed mostly of steel-cored cable for electric transmission, and these are spasmodic. Since Brazilian Traction installed their own copper wire drawing mill, their tendency has been to use copper. Most of the aluminium cable was imported from Canada.

*Copper.*—A decline is noted in the imports of copper wire, but on the other hand, a substantial increase has taken place in the imports of copper rods for wire drawing, due to the increased manufacture of the wire in Brazil. The imports of Canadian copper rods have further shown a substantial growth since the close of 1932 fiscal year. The Canadian trade returns do not appear to reflect the real extent of this movement, as many shipments are made via the United States.

*Pig Lead.*—The trade in pig lead also shows a substantial improvement, being of much larger tonnage than shown in the Canadian returns. Exports of zinc spelter form a new item that is also developing satisfactorily.

Exports of other items under this heading are restricted owing to the drastic contraction of purchases by public utility companies. Sales of brass valves have been limited, as the trade is accustomed to a special light valve, duties being on a weight basis.

#### ELECTRIC APPARATUS

*Telephone Equipment.*—Exports of batteries, telegraph, telephone and radio apparatus were valued at \$27,785 in 1932 as against \$41,992 in 1931; and of miscellaneous electric apparatus at \$2,391 as against \$8,447 in 1931. Brazilian returns for 1929 calendar year show total imports of apparatus for electricity and electrical illumination valued at £1,697,077. This was exclusive of dynamos and generators, lamps, motors, transformers, irons and radio, and was supplied in order of importance by the United States, Germany, Great Britain, Sweden, Italy, Belgium, France, Switzerland, and Canada. A considerable part of the telephone equipment is credited to Belgium. In view of the importance of Canadian interests in public utility development in Brazil, the amount of business placed in Canada appears to be small.

#### MISCELLANEOUS GOODS

Under this heading the only item of importance from the Dominion is cartridges. There were no Canadian exports under the heading of miscellaneous goods in 1931 except a little stationery, and in 1930 the only sales which showed promise of development were phonographs (\$1,234) and refrigerators (\$264). There have been no shipments since that year.



## FINANCIAL SITUATION IN ARGENTINA

E. L. McCOLL, CANADIAN TRADE COMMISSIONER

[NOTE.—At legal parity one paper peso equals 0.44 gold peso]

Buenos Aires, July 15, 1932.—On June 17 Congress sanctioned and on June 30 the Executive promulgated the income tax law, decreed among others by the Provisional Government on January 19 of this year. This is the Republic's first step in this direction, and is expected to realize 51,000,000 paper pesos, or approximately 7 per cent of the total tax collections contemplated in the Budget for 1932.

The Government is buying foreign bills of exchange to meet its overseas consolidated debt service obligations, which amount annually to about 112,000,000 paper pesos or roughly £10,000,000 at par of exchange. As the Government has temporarily abandoned the practice of shipping gold, an additional 40,000,000 paper pesos has been provided for in the 1932 Budget to make up for the depreciated value of the peso and for certain expenses in connection with debt services. The Budget, however, contains another provision authorizing the Executive to withdraw gold from the Caja de Conversion against the surrender of paper pesos at the legal parity for purposes of external debt services and salaries payable in gold abroad. It has been estimated that the combined external debt services of the Argentine Government, provinces and municipalities, amount to about 240,000,000 pesos paper at the current rates of exchange. This sum means that of all the foreign exchange available, averaging 134,000,000 pesos per month for the first five months of the year, some 20,000,000 pesos per month must be set aside for the account of the different governments. Restrictions on the importation of luxuries are stiffening, as the peak of the export season being over there will be a decrease in foreign bills available.

### PATRIOTIC LOAN

A 500,000,000 paper peso internal patriotic loan was launched on May 25, the bonds bearing interest at 6 per cent, with 1 per cent amortization. The loan was offered for sale to the public at 90, therefore yielding 6.67 per cent. A public campaign has continued from May 25 to July 9, the two great national holidays, and was then extended to July 31. The loan is under the control of a special board charged with its administration, and made up of the Minister of Finance, the President of the Conversion Office, one of the members of the Rediscounting Committee, one representative of the official banks (Banco de la Nación and Banco de la Provincia de Buenos Aires), one representative of Argentine private banks, and one representative of foreign banks established in this country. This board may discount the bonds at the Conversion Office (Caja de Conversion) at 85 per cent of their face value in anticipation of sale to the public. Up to this date 200,000,000 in bonds have been discounted, 170,000,000 in paper currency having thus been issued and put into circulation through the partial payment of overdue salaries of Government employees and of the most urgent items of the Floating Debt. By July 9 a face value of some 150,000,000 pesos in bonds had been subscribed for by the public, and against this about 115,000,000 pesos had been received in cash. As these bonds were subscribed for at 90, the total return when paid up will be 135,000,000 paper pesos. The special board above referred to have therefore received for account of the national treasury from bonds discounted at the Conversion Office and bonds sold to the public a total of 285,000,000 paper pesos.

The discounting of Patriotic Loan bonds has been favourably commented upon on account of the moderate release of paper currency into circulation, thus

relieving the tightness of the money market and giving a slight stimulus to trade. While this may be a mild form of inflation, it should be observed that no consideration whatever has up to the present been given to the subject of an uncontrolled or immoderate increase in paper currency. Those who are directing the finances of the country are known to be strongly opposed to any such artificial method of relief.

#### CAJA DE CONVERSION

In 1928 the Caja de Conversion had a monthly average of 489,657,000 gold pesos in hand. The circulation of paper currency at that time was 1,405,876,000 paper pesos. The gold reserve therefore was 79.2 per cent. On July 13 the gold in the Caja totalled 256,921,755 gold pesos, while the paper money in circulation amounts to 1,326,879,665 paper pesos, made up as follows:—

	Paper Pesos
(1) Original inconvertible currency in circulation before present monetary laws were passed. . . . .	293,018,258
(2) Issued against gold at legal parity. . . . .	583,913,053
(3) Issued against rediscounts of commercial bills. . . . .	279,948,353
(4) Issued against deposit of bonds of Patriotic Loan of 200 million face value. . . . .	170,000,000

The gold reserve is therefore about 44 per cent of the paper circulation. There have been no withdrawals of gold from the Caja de Conversion since February, 1932, when the amount on hand was 256,922,000 gold pesos, and this figure has remained constant up to the present. During the period from January, 1929, to January, 1932, inclusive, the amount of the gold reserve in the Caja decreased to the extent of 233,000,000 gold pesos, which were shipped abroad, and an equivalent value in paper pesos at legal parity was withdrawn from circulation by the Caja de Conversion. To compensate for the sharp decrease in circulation taking place as above indicated through the withdrawal of gold from the Conversion Office, the Provisional Government authorized the Conversion Office last year to rediscount commercial bills and issue paper currency there-against.

The method is as follows: Private banks rediscount commercial bills with the Banco de la Nación, who in turn rediscount all or part with the Caja de Conversion, receiving the equivalent in paper pesos. This has prevented what otherwise would have been extreme tightness in the money market. It should be noted that although the Conversion Office was by law authorized as far back as 1914 to rediscount commercial bills along these lines, this authority was never taken advantage of until last year because of the dislike of anything that savoured of currency inflation. This conservative attitude in the past has been fortunate in that it kept this source intact until the present crisis when its use was really necessary. The laws of 1914 contemplated that rediscounting would be effected only as long as the ratio of gold in the Conversion Office to total circulation would not fall below 40 per cent, but the law authorizing the Patriotic Loan permits a reduction of the gold ratio to 36 per cent, provided, however, that punitive interest rates up to 8½ per cent are to be charged for rediscounts when the ratio falls below 40 per cent.

Through the inflow of currency from discounts of Patriotic Loan bonds, it has been possible to reduce the rediscounts of commercial bills so that as at July 13 commercial rediscounts at the Caja de Conversion stood at 280,000,000 paper pesos as against 359,000,000 on April 30. The discounting of Patriotic Loan bonds to the amount of 170,000,000 net plus 280,000,000 pesos given above makes a total of 450,000,000 paper pesos issued by the Conversion Office against both Patriotic Loan bonds and commercial bills.

On the basis of the present gold stocks at the Conversion Office, the total circulation could still be increased by approximately 295,000,000 paper pesos through the discounting at the Caja de Conversion of patriotic bonds and commercial bills and still remain within the minimum legal gold ratio of 36 per cent.



The Government's financial problems embrace not only the foreign debt service, but also the 1,500,000,000 paper pesos of floating debt and the collection of a revenue of about 800,000,000 paper pesos per annum.

#### GOVERNMENT LOANS

On October 1, 1931, a \$50,000,000 short-term loan matured. By means of an internal loan, half of the amount was paid. The bankers renewed \$20,000,000 of the balance, and approximately \$5,000,000 were taken by American firms doing business in Argentina. Of the \$20,000,000 renewed in 6 per cent gold notes, \$10,000,000 became due on April 1, 1932, and \$10,000,000 on July 1, 1932. On April 1 \$1,000,000 was paid off and \$9,000,000 extended for nine months. The price paid was 99¼. On July 1 \$1,000,000 of the second \$10,000,000 was paid off and \$9,000,000 were renewed at 6 per cent as follows: \$2,250,000 United States for 6½ months at 99·45, \$2,250,000 for 7½ months at 99·40, \$2,250,000 for 8½ months at 99·30, and \$2,250,000 for 9½ months at 99·20.

A short-term loan of £1,250,000 was renewed on January 1; £250,000 was paid off, and the balance renewed on April 15, payments to be made in nine, ten, eleven, and twelve months at 6½ per cent plus ⅓ per cent commission.

### REGULATIONS GOVERNING FOOD PRODUCTS AND BEVERAGES IN ARGENTINA

R. G. C. SMITH, ASSISTANT TRADE COMMISSIONER

Buenos Aires, July 2, 1932.—Because of the very stringent regulations governing the sale and manufacture of food products and beverages in general in Argentina, it is most important that exporters should have a sample of their product analyzed by the authorities before attempting to secure agents or otherwise enter the market. This is specially so in the case of prepared cooking flours or patent food innovations. As there is no consolidation of the laws governing the ingredients that may or may not be used, it is difficult to determine whether or not a product will be admitted without first submitting a sample for an official analysis. Regulations and restrictions have been published from time to time governing many different products or groups of articles; a product that may appear to be acceptable according to the general stipulations may be rejected under some specific law.

When any food product is imported samples are always extracted by the national chemical office for inspection. This is done for every shipment, and not only for the first time of introduction. As far as the Buenos Aires market is concerned—and this market may be regarded as that of the Republic—the agent or importer is required to submit samples for analysis by the municipal chemical office. In this case a certificate will be issued if the analysis proves satisfactory, which holds good as long as the product is not changed in its composition. The municipal inspectors have the right, however, to take samples whenever they wish for analysis and inspection of packing and labelling.

Generally speaking, the national and municipal food laws are the same, and if accepted by the municipality there is no danger that a product will be rejected on importation. For the municipal analysis two separate samples must be submitted; a charge of 3 paper pesos (approximately \$1 Canadian at the present exchange) is made for each product. If acceptable a certificate is issued to that effect; if not, the reasons for refusal are given.

#### COLOURING MATTER

The following vegetable colouring matter will be permitted, although for some products no colouring matter is allowed. Derivatives of tar are not permitted in any proportion and mineral colorings in general are condemned.

*Yellows.*—Turmeric root, its extracts and basic tinctures; stigma of saffron, its extracts or colouring matter; safflower petals or its colouring matter; blooms or extract of marigold; fruit or seed of annotta, their extracts or colouring matter; bark of the quercus, quercitron trees and their colouring matter; yellow wood of Cuba or fustic, their extracts and colouring matter; grains of Avignon or of Persia.

*Reds.*—Cochineal, carmine of cochineal; archil, its preparations and extracts; sandalwood, its dyes, extracts, and colouring matters; the woody fibre of campeachy-wood (logwood), its extracts, dyes, or colouring matters; flowers of the malva plant; myrtle berries and anchusa root; rose petals.

*Blues and Violets.*—Indigo; indigo carmine and its derivatives; sunflower; petals of violets; juice of red beetroots.

*Greens.*—Chlorophyll, taken from harmless green plants; mixtures of turmeric and indigo carmine; tincture of saffron and indigo carmine; safflower and sunflower.

*Browns.*—Caramel (burnt sugar); catechu (juice from the acacia catechu); licorice juice.

*Blacks.*—Vegetable carbon; pine ivory black.

A translation of an article of the law governing colouring matters reads as follows: "The authorization for the use of other colouring matters will be granted by the Executive Department after studies and physiological experiments justify its harmless character."

#### PRESERVATIVES

There are many laws governing the use of preservatives in food products, but unfortunately there is no definite statement issued similar to that concerning colouring matter. Some chemicals are allowed in certain fixed proportions according to the product. Sulphurous anhydride, for instance, may be used as a preservative in concentrated extracts and syrups, which must be diluted in water for consumption, in the proportion of 0.5 grams per mil. In the case of ready prepared beverages the use of sulphurous anhydride is permitted in the proportion of 0.2 grams per mil. The following preservatives are definitely prohibited: salicylic acid and its derivatives, benzoic acid and its derivatives, alum, boric acid and its salts, fluorhydrides.

For conserved food products in general the use of all preservatives is forbidden.

#### LABELLING

All foodstuffs, condiments, beverages and their prime materials must be packed in adequate containers or packages, which are required to show the following information:—

(1) Name and classification of the product in printed letters, uniform in colour, size, and clearness.

(2) Net weight or volume, given in the metric decimal system (kilograms, grams; litres, cubic centimetres).

(3) For the following products sold in sealed containers the year and month of packing must be given: children's foods, starches, grain and vegetable flours in general, preserved animal foods (tinned meats, fish, etc.), biscuits and cakes, concentrated and ordinary extracts of meat, plain and sweetened tinned milk, animal fats, honey and similar products.

The year of harvest alone is required on the following products: edible oils; chicory, coffee, tea, and yerba mate (Paraguayan tea); chocolate and fruit bonbons; cocoa and its derivatives, plain chocolate and its compounds; preserved vegetable foods; spices and condiments; syrups in general; marmalades, fruit preserves and jams; fruit extracts and juices; almond and nut pastes.

(4) The country of manufacture must be given; the following phrases are suitable for Canadian products: Producción Canadiense; Industria Canadiense; Producto del Canadá.

(5) The name of the importer (importador) or representative (representante) in Buenos Aires must also be shown on the label.

All the information indicated above must be written in Spanish and be placed in a conspicuous place on the container. The original label written in some other language may be retained, provided a true translation of the essen-



tial points is placed on an additional label. The practice is to affix a plain printed label carrying the required data on top of each can or container; this must be done before the shipment leaves Canada. The regulations further state that no terms, pictures, or emblems that might tend to give a false idea as to the nature, quality, or quantity of the contents may be used.

#### CONTAINERS

The regulations governing containers for food products set forth the materials from which they may be made. This list covers all the usual materials and no comment is necessary. No container may be used that has been used for some other produce before, or that is not in perfect condition. Wooden containers must be made of odourless wood. For substances liable to attack metal, tin-plated containers will only be permitted when they are plated internally with technically pure tin.

Metal containers for pastry foods or those packed in liquids of acid reaction or solutions of salt or brine must be coated internally with a varnish that is free from poisonous substances. This would, of course, apply to canned salmon and other fish, but a clause of the decree defines acid reaction as being "that which exceeds an acidity equivalent to six cubic centimetres of normal sodium hydrate by weight (100 grams) of the pastry substance or of the liquid, whichever is the case."

Canned salmon invariably comes well below the acidity test, but the danger of refusal is there, and as such acts as a deterrent to the sale of canned fish with unvarnished tins. Canned lobster tins are always varnished internally for the Argentine market. Generally the importers insist upon the exporter taking the risk of refusal, if the fish is shipped in unvarnished tins—as is customary for all imports of canned salmon.

#### CONCLUSION

The Trade Commissioner's office in Buenos Aires will be pleased to submit samples for analysis, but it should be remembered by interested exporters that two samples of each product are required. These samples need not be large, but sufficient for a proper analysis to be made of each one.

### INVOICE REQUIREMENTS OF MEXICO

With reference to the announcement in *Commercial Intelligence Journal* No. 1483 (July 2, 1932), page 35, that shipments to Mexico must be accompanied by legalized commercial invoices, as from July 1, 1932, a pamphlet has been issued by the Department of Trade and Commerce outlining the new requirements. Interested Canadian firms may obtain a copy on application to the Department at Ottawa.

### RESTRICTION ON BELGIAN IMPORT OF FRESH FISH

Mr. Henri Turcot, Canadian Trade Commissioner in Brussels, reports that, according to a decree which appeared in the *Moniteur Belge* of July 20, 1932, the importation into Belgium of fresh fish is permitted as from July 23 only under licence from the Ministry of Transports.





Imports in 1931 totalled 45,752 tons, valued at G\$1,217,447. Countries of origin are not yet available, but total imports indicate a reduction from previous years as a result of the general economic depression and serious fall in the price of silver. This is regarded as a temporary situation, and imports are expected to continue on a rising scale for many years to come.

#### IMPORTS OF CAUSTIC SODA

Imports of prepared caustic soda are roughly one-fifth to one-fourth in tonnage as compared with soda ash, though the decrease in 1931 was less noticeable than in soda ash. According to the statistics of the Chinese Maritime Customs, China's imports of caustic soda during recent years were as follows:—

		1928	1929	1930
Hongkong.. . . . . .	Tons	590	555	761
	G\$	45,642	41,479	51,824
Great Britain.. . . . . .	Tons	11,120	8,028	8,441
	G\$	743,966	524,036	542,869
Russia, Pacific Ports.. . . . . .	Tons	52	127	251
	G\$	4,038	8,999	13,569
Japan.. . . . . .	Tons	322	27	375
	G\$	17,144	2,744	28,428
United States.. . . . . .	Tons	1,527	2,503	2,875
	G\$	110,634	172,391	188,473
Germany.. . . . . .	Tons	1	3	235
	G\$	231	472	16,036
Total.. . . . . .	Tons	13,712	11,363	13,053
	G\$	931,480	726,859	849,650

Imports of caustic soda in 1931 amounted to 11,973 tons valued at G\$664,307; details of countries of origin are not yet available.

The marked improvement in manufacturing methods and modernization of existing industries is expected to result in a greater increase in imports of caustic soda. There is no doubt, however, that price will remain the dominating factor for some time to come, and the development of Western Canadian deposits, particularly in British Columbia, should enable Canadian producers to obtain a favourable position in this territory owing to ability to make rapid delivery and all-water carriage.

#### PACKING; DUTY; PRICES

Soda ash is usually imported in gunny bags, usually of 2 cwt. each; caustic soda in iron drums of 4 cwt. each.

Imports of soda ash are assessed at G\$0.308 per picul of 133½ pounds; caustic soda at G\$0.60 per picul of 133½ pounds.

At date of writing soda ash, as supplied by Imperial Chemical Industries from European and Empire sources, is sold c.i.f. main China ports, duty paid, at 7 taels per picul (approximately G\$2.20 for 133½ pounds); Russian supplies are quoted at 6.50 taels (approximately G\$2.08 per 133½ pounds). The latter is, however, inferior in quality to European supplies.

Caustic soda is sold c.i.f., duty paid, at 16 taels (approximately G\$5.12) per picul of 133½ pounds; Russian supplies are quoted at 14 taels (approximately G\$4.68) per picul of 133½ pounds.

### JAPANESE CROP REPORT

A. KEITH DOULL, ASSISTANT TRADE COMMISSIONER

Tokyo, July 14, 1932.—According to figures just issued by the Department of Agriculture and Forestry, it is estimated that Japan's crops of barley, rye, and wheat in 1932 will yield 105,573,748 bushels—an increase of 4,907,125 bushels when compared with the crops harvested in 1931. This estimate takes

into account the crop estimates for Hokkaido and the eight other prefectures which had not reported at the time of compiling the preliminary crop report which was published in *Commercial Intelligence Journal* No. 1484 (July 9, 1932).

Barley is expected to yield 38,449,176 bushels—an increase of 5.1 per cent compared to the 1931 crop; rye crops are estimated at 33,664,611 bushels—an increase of 4.2 per cent; and wheat at 33,459,961 bushels—an increase of 5.3 per cent.

The acreage under cultivation, together with the total crop estimate of Japan's forty-seven prefectures, is given below:—

	Acreage		Crop Estimate	
	1932 Acres	Increase over 1931 Acres	1932 Bushels	Increase over 1931 Bushels
Barley . . . .	933,960	1,995 (0.2%)	38,449,176	1,853,819 (5.1%)
Rye . . . . .	1,177,142	12,445 (1.1%)	33,664,611	1,365,855 (4.2%)
Wheat . . . .	1,244,645	16,848 (1.4%)	33,459,961	1,687,451 (5.3%)
Total . . . .	3,355,748	31,289 (0.9%)	105,573,748	4,907,125

When compared with the previous five years' average crop, this year's estimate shows an increase in barley of 1,982,155 bushels (5.4 per cent), in rye of 423,341 bushels (1.2 per cent), and in wheat of 2,410,615 bushels (7.8 per cent).

## FOREIGN TRADE OF JAPAN

### A. KEITH DOULL, ASSISTANT TRADE COMMISSIONER

Tokyo, July 2, 1932.—Japan's exports for the month of May were valued at 103,463,707 yen as compared with 102,111,167 yen in the same month of 1931; imports showed a much larger increase, however, being valued at 151,637,964 yen as compared with 128,163,784 yen in 1931. The total foreign trade was thus valued at 255,101,671 yen for the month under review, showing an unfavourable trade balance of 48,174,257 yen.

Japan's total foreign trade for the first five months of 1932 was valued at 1,152,863,908 yen as compared with 1,062,520,703 yen for the same months of 1930. Imports for the same months of 1932 were valued at 704,885,415 yen as compared with 585,449,402 yen in the same period of 1931—an increase of 119,436,013 yen; exports for the five months of this year were valued at 447,978,493 yen as compared with 477,071,301 yen for the same months of 1931—a decrease of 29,092,808 yen. The unfavourable trade balance for the first five months of 1932 thus amounts to 259,906,922 yen as compared with an excess of imports amounting to 108,378,101 yen in the same period of 1931.

Chief among imports to show an increase in value as compared with the month of May, 1931, were raw cotton by 14,464,561 yen; sheep's wool by 1,738,252 yen; iron and steel by 3,625,637 yen; aluminium by 2,682,500 yen; and machinery by 2,157,852 yen. Little change is to be noted in exports. Imports from Canada were valued at 5,198,612 yen as compared with 3,277,599 yen in May, 1931—an increase of 1,921,013 yen; exports to Canada were valued at 890,761 yen as compared with 1,337,534 yen in May, 1931—a decrease of 446,773 yen. Chief among the imports from Canada to show increased values during the month under review as compared with the same month of 1931 were printing paper by 397,331 yen; lead by 174,577 yen; zinc by 148,946 yen; machinery by 49,551 yen. Japan's decline in value of exports to Canada for the period was chiefly due to silk exports, which fell by 154,020 yen, and to silk tissues that fell by 366,641 yen.



## TARIFF CHANGES AND CUSTOMS REGULATIONS

### Irish Free State Tariff Changes

Mr. John H. English, Canadian Trade Commissioner in Dublin, cables that the Irish Free State, on July 26, imposed a duty on pork, including bacon, of £4 4s. per cwt. under the general tariff, and £2 16s. per cwt. under the preferential tariff, which applies to Canada. Heads and feet imported separately are £2 2s. and £1 8s. per cwt. under the general and preferential tariffs respectively. These rates, the cablegram states, are absolutely prohibitory.

From the same date the Irish Free State prohibits the importation of cheese.

Additional duties on importations from the United Kingdom are: cement, electric apparatus, electric cable, batteries, and articles of iron and steel, 20 per cent ad valorem; coal, 5s. per ton; sugar, molasses, and glucose, 2s. 4d. per cwt.; articles containing sugar, for example, canned fruits,  $\frac{1}{4}$ d. per pound or 3d. per gallon.

### British Honduras Package Tax

By an ordinance of July 1, 1932, the Colony of British Honduras imposed a tax of 5 cents on every package of goods imported into or taken out of bond for consumption in that colony, except the baggage of arriving passengers. This ordinance is to continue in effect until June 30, 1933, and shall then expire unless extended by Order in Council.

This package tax was first imposed as from January 1, 1932, until March 31, 1932, but was extended until June 30, 1932. The new ordinance continues the tax for a further twelve months.

### Egypt Increases Wheat and Flour Duty

Mr. Yves Lamontagne, Canadian Trade Commissioner in Cairo, cables that, effective July 23, 1932, the rates of duty on wheat and wheat flour as published in *Commercial Intelligence Journal* No. 1471 (April 9, 1932), page 592, have been increased 60 milliemes and 80 milliemes respectively throughout the sliding scale, and that the tariff on semolina has been increased from 500 to 700 milliemes per 100 kilograms gross.

[975 milliemes equal a pound sterling, or a millieme equals approximately half a cent Canadian; 100 kilograms equal 220.46 pounds]

### Dutch Import Restrictions on Meat

Mr. J. C. Macgillivray, Canadian Trade Commissioner in Rotterdam, writes under date July 18 that the restrictions on the importation of fresh and chilled beef and veal, also frozen beef and veal, into the Netherlands (referred to in *Commercial Intelligence Journal* No. 1476, May 14, 1932, page 830), which are at present in effect, have been extended to January 16, 1933. These allow imports up to 60 per cent of the total quantities of fresh, chilled, and frozen beef and veal which were brought into the country during six average months in the years 1929, 1930, and 1931.

### French Tariff on Horses Increased

Mr. M. Bélanger, Acting Trade Commissioner in Paris, writes under date July 18, 1932, that the French Government, by means of a law published in the *French Journal Officiel* of July 16, has increased the customs duty on live horses and mules both under the minimum and general tariffs. This duty has been increased from 85 francs per head to 400 francs under the minimum tariff, and

from 170 francs per head to 1,600 francs per head under the general tariff. As butcher horses sell on the Paris market at prices ranging between 2,000 and 3,000 francs per head, the new general rate of duty may be regarded as prohibitive. The duty on work horses, irrespective of their age, has been increased to 2,000 francs per head under the minimum tariff and to 3,000 francs per head under the general tariff. Canada pays the general rate of duty on horses.

### French Exchange Surtax

Mr. M. Bélanger, Acting Trade Commissioner in Paris, writes under date July 21, 1932, that a new Government decree, published in the *Journal Officiel* of July 20, provides that all goods, the produce or manufacture of a country subject to an exchange compensation surtax, when shipped to France via a third country subject or not to an exchange tax, will pay the tax at whichever rate is higher whether against the country of origin or against the country of transshipment.

In practice this means that Canadian goods shipped via the United States will still pay the exchange compensation surtax of 11 per cent to which they are subject in addition to the general rate of duty payable on Canadian goods. On the other hand, Canadian goods transhipped in England will pay the exchange surtax of 15 per cent applicable to goods from the United Kingdom, in addition to the general rate of duty payable on Canadian goods. This decree is retro-active, and applies to all shipments made since the application of the surtax.

### Tariff Changes in El Salvador

Writing under date July 19, Mr. H. Leslie Brown, Acting Trade Commissioner in Mexico City, reports a number of changes made in the import tariff of El Salvador during the month of June. Those of interest to Canadian exporters are as follows (duties are stated in United States currency; 100 kilograms is 220.4 pounds):—

*Wheat Flour.*—The rate on wheat flour has been raised from \$7 to \$9 per 100 kilograms.

*Wood.*—The rate on woods of all kinds, timbers, beams, boards, for construction, etc., has been raised from \$9 to \$12 per 1,000 f.b.m.

*Wire Cloth.*—Wire cloth of copper, bronze, or brass, from 12 to 32 wires per lineal inch, is to pay at the rate of \$2.50 per 100 kg.; if of finer or coarser weave it will be charged at \$15 per 100 kg.

*Pipes and Fittings.*—Pipes and fittings of copper, bronze, or brass, of all kinds, up to  $\frac{3}{8}$  inch in diameter, inclusive, \$15 per 100 kg.; when over  $\frac{3}{8}$  inch in diameter, the rate is \$2.50 per 100 kg.; all nickelled pipes of these metals pay the rate of \$15 per 100 kg.

Taps, faucets, valves, reducers and accessories of all kinds, made of copper, bronze, or brass, for pipes up to  $\frac{3}{8}$  inch in diameter, inclusive, \$15 per 100 kg.; when for pipes over  $\frac{3}{8}$  inch in diameter, the rate is \$5.50 per 100 kg.; all such fittings of all sizes pay \$15 per 100 kg. when nickelled.

*Pumps.*—Power pumps of all kinds, connected or not with any type of motor, \$5.50 per 100 kg.; hand pumps of a weight of 50 kg. or over, \$5.50 per 100 kg.; all other pumps, \$18.60 per 100 kg.

*Live Stock.*—Pure-bred horses, cattle, sheep, goats, hogs, poultry, live bees in hives and queen bees are to be admitted free of customs duties when accompanied by a pedigree issued by an authority recognized by the Salvadorean Department of Agriculture.

Other items on which the rates have been changed are socks and stockings, rubber or cork life preservers, edible cottonseed oil, edible soya bean oil, phonograph records, disinfecting and sweeping compounds, veterinary medicines, serums, vaccines, antitoxins, etc., poisons for animal and insect pests, white arsenic, potassium cyanide, tools and equipment for bee culture, incubators, corn, and dried beans.

Full details may be obtained on application to the Department of Trade and Commerce, Ottawa.



### Brazilian Duties on Automobiles and Parts

With reference to the notice in *Commercial Intelligence Journal* No. 1485 (July 16, 1932), page 121, regarding amendments in the Brazilian duties on automobiles, details of the new rates have now been received. The table given below shows the duties on some of the more important items of the new schedule. The new duties became effective on July 1, 1932.

The Brazilian minimum tariff consists of the basic duties as stated in gold reis with a reduction of 35 per cent. This is applicable to Canada and other countries enjoying most-favoured-nation treatment in Brazil. The reduction under the general tariff is 20 per cent.

In addition to the duties, there is a port tax of 2 per cent levied on an official valuation indicated by the tariff and payable in gold and a highway tax of 60 gold reis per kilogram. These two additional charges have been included in the conversions shown in the second column. The gold milreis (1,000 reis) has been taken at the par value of 54.6 cents Canadian. Its present value is about 63 cents. Kilogram equals 2.204 pounds.

	Basic Duty Gold Reis per Kg.	Approximate Equivalent of Minimum Duty* Cents per Lb.
Passenger automobiles, assembled or unassembled, complete, weighing:		
Up to 900 kg. . . . .	250	7½
More than 900 and up to 1,400 kg. . . . .	300	8½
More than 1,400 and up to 1,900 kg. . . . .	500	13½
More than 1,900 and up to 2,200 kg. . . . .	800	20½
More than 2,200 kg. . . . .	1,100	27½
Motor trucks and omnibuses, assembled or unassembled, complete, weighing:		
Up to 2,000 kg. . . . .	180	6½
More than 2,000 and up to 4,000 kg. . . . .	220	7½
More than 4,000 kg. . . . .	300	9½
Chassis for passenger automobiles, assembled or unassembled, complete, weighing:		
Up to 600 kg. . . . .	200	6½
More than 600 and up to 1,100 kg. . . . .	240	7½
More than 1,100 and up to 1,600 kg. . . . .	400	14½
More than 1,600 and up to 1,900 kg. . . . .	640	21½
More than 1,900 kg. . . . .	900	25½
Chassis for trucks and omnibuses, assembled or unassembled, complete. . . . .	150	5½
Bodies for passenger automobiles, assembled or unassembled, complete. . . . .	1,200	29½
Bodies for trucks and omnibuses, assembled or unassembled, complete. . . . .	800	22½
Pneumatic tires and inner tubes weighing:		
Up to 5 kg. . . . .	2,000	40½
More than 5 and up to 20 kg. . . . .	1,200	25
More than 20 and up to 50 kg. . . . .	800	17½
More than 50 kg. . . . .	600	13½

\* i.e. basic duties reduced by 35 per cent, gold port tax of 2 per cent of official value, and highway tax of 60 gold reis per kilogram included.

There is a proviso that the amount of duty on a pneumatic tire or tube of any one weight group shall not be less than the amount of duty payable on the heaviest tire or tube in the preceding lighter weight class.

Automobiles and chassis not finished, that is not painted, nickelled, or upholstered, enjoy a reduction of one-tenth of the duty if assembled and one-fifth of the duty when unassembled. Unfinished bodies receive a reduction of one-tenth of the duty.

The new law also specifies in some detail the duties on parts of automobiles and provides for new duties on bicycles, motor cycles, aeroplanes, horse-drawn vehicles, and boats.

## FORMER DUTIES

Prior to the passing of the above law the effective duties on passenger automobiles under the minimum tariff was about 57½ per cent ad valorem; on trucks and chassis, 45 per cent ad valorem; and on tires, 107 per cent ad valorem. These rates include the 2 per cent gold port tax and the highway tax which was 30 per cent of the duties.

**Increase in Surcharge on Mexican Parcels Post**

Writing under date July 20, H. Leslie Brown, Acting Trade Commissioner in Mexico City, advises that, effective on August 4, 1932, the surcharge on shipments by parcels post to Mexico has been increased to 10 per cent.

**Documentation of Shipments to Peru**

Mr. E. J. Leveson, Vice-Consul for Peru in Vancouver, has advised that in future blank forms for consular invoices will be supplied by Peruvian consulates at a charge of 10 cents per form and the use of other forms hitherto often printed by private firms will not be permitted.

All parcel post shipments to Peru must have consular invoices, for which a fee of 5 per cent on the valuation in Canadian money is charged. Previously parcel post shipments valued at less than \$28 did not require consular invoices. A fee of \$1 is made for certification of bills of lading and of \$6 for a bill of health.

**BRITISH TRADE COMMISSIONERS IN CANADA**

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and Canadian firms desirous of representing British manufacturers in Canada are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 1111 Beaver Hall Hill, Montreal, Que. Telegraphic address: "Britcom."

The British Trade Commissioner (for Ontario), 901-902 Bank of Hamilton Building, Toronto, Ont. Telegraphic address: "Toroncom."

The British Trade Commissioner (for Western Canada), 850 West Hastings Street, Vancouver. Telegraphic address: "Vancom."

The Officer-in-Charge (for Manitoba and Saskatchewan), British Trade Commissioner's Office, 703 Royal Bank Building, Winnipeg. Telegraphic address: "Wincom."

**BRITISH MERCHANDISE MARKS ACT**

## PENCILS, LEADS, ETC.

The Board of Trade give notice that they have referred to the Merchandise Marks Committee an application for an order in council to require the marking with an indication of origin of imported:—

- (a) Pencils consisting of strips made wholly or partly of graphite, carbon, chalk, gypsum, talc, colours or dyestuffs, encased in wood, paper, or other materials, but not including propelling pencils;
- (b) Strips of the descriptions set out above including those for propelling and other mechanical pencils.



Canadian Trade Commissioners should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Second Phrase Code.

## TRADE ENQUIRIES FOR CANADIAN PRODUCTS

The Trade Inquiries for Canadian products published below have been received since the publication of the last issue of the *Commercial Intelligence Journal*. Interested exporters may secure the names and addresses of the firms making these inquiries, together with further details regarding the commodities required, on application to the Director, Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa, or—

### Secretary, Board of Trade—

St. John, N.B.,  
Halifax, N.S.,  
Quebec, P.Q.,  
Sherbrooke, P.Q.,  
Montreal, P.Q.,

Toronto, Ont.,  
Woodstock, Ont.,  
St. Mary's, Ont.,  
Portage la Prairie, Man.,  
St. Boniface, Man.,

Winnipeg, Man.,  
Vancouver, B.C.,  
New Westminster, B.C.,  
Prince Rupert, B.C.

### Secretary, Chamber of Commerce—

Kingston, Ont.,  
Oshawa, Ont.,  
Belleville, Ont.,

Peterborough, Ont.,  
London, Ont.,  
Hamilton, Ont.,

Victoria, B.C.

Border Chamber of Commerce, Windsor, Ont.

Industrial Commissioner, Stratford, Ont.

La Chambre de Commerce, de Montréal, 25 St. James E., Montreal, P.Q.

### Secretary, Canadian Manufacturers' Association—

Toronto, Ont.,  
Montreal, P.Q.,

Winnipeg, Man.,  
Edmonton, Alta.,

Vancouver, B.C.,  
Victoria, B.C.

The Maritime Provinces Trade Commissioner, 122 Federal Building, Toronto, Ont.

The Bureau of Provincial Information, Victoria, B.C.

Canadian exporters should, for follow-up purposes, transmit a copy of any reply sent in response to a Trade Inquiry to the Trade Commissioner in the territory from which the inquiry emanated.

## Foodstuffs

486. JAMS, FRUITS, FISH, VEGETABLES.—A firm of import and export merchants in Colombo, Ceylon, are desirous of forming connections with exporters in Canada of jams, fresh fruits, canned fruits in syrup, canned salmon and canned vegetables, with a view to selling their products. Interested Canadian exporters should communicate direct, with full particulars, including c.i.f. Colombo prices and samples.

487. FRUIT, FISH, MEATS, VEGETABLES.—A firm of import merchants in Rangoon wish to get into touch with suppliers from Canada of canned fruit, canned fish, canned meats and canned vegetables. Canadian firms desirous of expanding their trade to Rangoon should submit full particulars of their products including c.i.f. prices and samples.

488. CANNED FISH AND FRUIT.—Brussels importer desires to represent Canadian exporters of canned goods, particularly canned fish and fruit.

489. CANNED SALMON.—Antwerp importer desires to get into touch with Canadian exporters of canned salmon.

490. SALMON, GROCERIES.—A Perth (West Australia) firm of agents desire to represent Canadian exporters of the above lines.

491. OATS.—A Kingston (Jamaica) firm desire to get into touch with Canadian exporters of oats put up in ¼-pound, ½-pound, 1-pound, and 14-ounce packages, with a view to purchase or agency.

### Miscellaneous

492. **TOOTH PASTE.**—A firm of import merchants in Rangoon are desirous of establishing connections with suppliers in Canada of tooth paste. Interested Canadian firms should submit full particulars concerning their product, together with c.i.f. Rangoon prices and samples.

493. **EMBROIDERY HOOKS.**—A firm of import merchants in Rangoon are desirous of establishing connections with suppliers in Canada of embroidery hooks. Interested Canadian firms should submit full particulars concerning their product, together with c.i.f. Rangoon prices and samples.

494. **ICE CREAM CUPS.**—A firm of manufacturers' representatives in Hongkong are desirous of importing ice cream cups.

495. **ICE CREAM SPOONS.**—A firm of manufacturers' representatives in Hongkong are desirous of importing ice cream spoons in conjunction with their ice cream cups.

496. **LEAD PENCILS.**—British firm of stationers desire connection for supply of low cost black lead pencils, HB, B or 2B grade. Samples and lowest prices c.i.f. Shanghai should be sent direct to the Canadian Trade Commissioner, Shanghai.

497. **ELECTRIC LAMPS FROM 5 C.P. UPWARDS.**—An Indian firm of engineers and contractors dealing in metal and hardware are desirous of getting in touch with manufacturers wishing to extend their business to India. Terms agency. Send catalogue and c.i.f. prices Calcutta in first instance.

498. **ELECTRICAL AND RADIO PRODUCTS.**—A Melbourne (Australia) firm desire to hear from exporters of electrical and radio products.

499. **ELECTRIC STOVES.**—A London firm, acting for South African interests, desire to purchase electric stoves.

500. **BUYING AND EXPORT AGENTS.**—An Indian firm of merchants operating hotels, retail and wholesale shops throughout India, and cigar, furniture, boot and shoe and aerated water factories, also refreshment room contractors to several Indian and State railways, desire to form a connection.

501. A Colombo firm of import merchants desire to get in touch with export houses. Interested firms should communicate with them, furnishing complete information as to the lines of Canadian merchandise they are in a position to offer.

502. **OIL CLOTH, CAMP FURNITURE.**—A firm of import merchants in Rangoon are desirous of establishing connections with suppliers in Canada of oil cloth and camp furniture. Interested Canadian firms should submit full particulars concerning their product, together with c.i.f. Rangoon prices and samples.

503. **TORCHES AND CELLS.**—A firm of import merchants in Rangoon are desirous of establishing connections with suppliers in Canada of electric torches and cells for torches. Interested Canadian firms should submit full particulars concerning their product together with c.i.f. Rangoon prices and samples.

504. **BOND PAPER.**—A paper firm in Shanghai having their own water mark firmly established in the China market desire a connection with a Canadian supplier of low-cost bond paper willing to grant them an exclusive connection.

505. **ROUGH-TURNED LAST BLOCKS.**—A Leicester firm desire quotations on best-quality rough-turned, kiln-dried maple last blocks. Sample should accompany quotation on all sizes.

506. **WALLBOARD.**—A North of England firm of West African merchants inquire for c.i.f. Lagos quotations and samples of wallboarding made from woodpulp. Must be termite proof, but not treated with arsenic or other poison which might be dangerous to the community.

507. **TIMBER, BOXWOOD.**—A Perth (West Australia) firm desire to make contact with exporters of timber and box shooks for dried fruits, eggs, grapes, and all fresh fruits.

508. **LUMBER.**—A London firm desire to get in touch with exporters of maple, birch, Eastern spruce and Quebec yellow pine, with a view to representation.

509. **CARS, CYCLES AND PARTS.**—A Perth (Australia) importer is desirous of hearing from Canadian exporters of motor cars, motor cycles, pedal cycles and parts, and accessories for same.

510. **HARDWARE, ETC.**—An Adelaide (South Australia) firm desire to correspond with Canadian exporters of hardware and allied lines; any brand of trade suitable for that country.

511. **MINING REQUISITES, HARDWARE.**—A Perth (West Australia) firm of manufacturers' representatives desire to hear from manufacturers of mining machinery used in the flotation process, also general hardware lines.

512. **LEATHER PIECES.**—A London firm of importers are desirous of developing business in leather pieces such as box calf, willow calf, glacé kid and patent roundings.



## FOREIGN EXCHANGE QUOTATIONS FOR WEEK ENDING AUGUST 1

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending August 1, 1932, with the official bank rate. Quotations for the week ending July 25, 1932, are also given for the sake of comparison:—

Country	Unit	Nominal Quotations in Montreal July 25 Week ending	Nominal Quotations in Montreal August 1 Week ending	Official Bank Rate
Austria	Schilling	\$.1618	\$.1618	7
Belgium	Belga	.1589	.1589	3½
Bulgaria	Lev	.0082	.0082	8
Czechoslovakia	Krone	.0339	.0339	5
Denmark	Krone	.2199	.2172	4
Finland	Markka	.0184	.0177	6½
France	Franc	.0449	.0448	2½
Germany	Reichsmark	.2723	.2725	5
Great Britain	Pound	4.0785	4.0262	2.
Greece	Drachma	.0078	.0077	11
Holland	Guilder	.4617	.4615	2½
Hungary	Pengo	.2008	.2005	5
Italy	Lira	.0585	.0584	5
Jugo-Slavia	Dinar	.0205	.0205	7½
Norway	Krone	.2037	.2023	4½
Portugal	Escudo	.0378	.0378	6½
Roumania	Leu	.0068	.0077	7
Spain	Peseta	.0918	.0925	6½
Sweden	Krona	.2095	.2078	4
Switzerland	Franc	.2232	.2231	2
United States	Dollar	1.1468	1.1462	2½
Argentina	Peso (Paper)	.2953	.2951	—
Brazil	Milreis	.0831	.0888	—
Chile	Peso	.0695	.0694	5½
Colombia	Peso	1.0981	1.0975	6
Mexico	Peso	.3362	.3219	6-7
Peru	Sol	.2523	.2521	6
Venezuela	Bolivar	.1662	.1604	—
Uruguay	Peso	.5418	.5416	—
Cuba	Peso	1.1460	1.1455	—
Hongkong	Dollar	.2660	.2643	—
India	Rupee	.3096	.3094	4
Japan	Yen	.3159	.3198	5.11
Java	Guilder	.4604	.4596	4½
Shanghai	Tael	.3434	.3410	—
Siam	Baht (Tical)	....	....	—
Straits Settlements	Dollar	.4156	.4756	—
British Guiana	Dollar	.8630	.8510	—
Jamaica	Pound	4.1459	4.0921	—
Other British West Indies	Dollar	.8630	.8510	—
Martinique	Franc	.0449	.0449	—
Guadeloupe	Franc	.0449	.0449	—
Australia	Pound	3.2644	3.2225	—
Egypt	Pound (100 piastres)	4.1831	4.1293	—

## STEAMSHIP SERVICE BETWEEN VANCOUVER AND THE MIDDLE EAST

The Silver Java Pacific Line, which has been operating a monthly service from Vancouver, calling at United States ports, to the Netherlands East Indies, Singapore, Rangoon, and Calcutta, has announced that the "C" service which was formerly operated over this route will be replaced, commencing with the sailing of the *Bengalen* from Calcutta on July 8, with vessels of the "A" service, calling at Los Angeles, San Francisco, Portland, Seattle, and Vancouver inwards and outwards.

While the vessels of the "C" service have no refrigerator accommodation, the company announces that all of the "A" service vessels will be equipped with refrigerator space, and the service will provide monthly sailings from Vancouver, and will be able to cater regularly for shipments of fresh fruit from that port.

## PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

### From Montreal

To *Liverpool*.—Duchess of York, Aug. 12 and Sept. 9; Duchess of Richmond, Aug. 19 and Sept. 16; Montcalm, Aug. 26; Duchess of Atholl, Aug. 30 and Sept. 23; Duchess of Bedford, Sept. 2—all Canadian Pacific; Laurentic, White Star Line, Aug. 20 and Sept. 17; Antonia, Cunard Line, Sept. 1.

To *London*.—Beaverbrae, Aug. 12 and Sept. 16; Beaverhill, Aug. 19 and Sept. 23; Beaverford, Aug. 26; Beaverburn, Sept. 2; Beaverdale, Sept. 9—all Canadian Pacific; Ascania, Aug. 12 and Sept. 9; Alauinia, Aug. 19 and Sept. 16; Aurania, Aug. 26 and Sept. 23; Asonia, Sept. 2—all Cunard Line.

To *Southampton*.—Montrose, Sept. 1; Montclare, Sept. 10—both Canadian Pacific.

To *Manchester*.—Manchester Division, Aug. 11 and Sept. 15; Manchester Brigade, Aug. 18 and Sept. 22; Manchester Commerce, Aug. 25; Manchester Citizen, Sept. 1; Manchester Producer, Sept. 8—all Manchester Line.

To *Avonmouth, Cardiff and Swansea*.—Concordia, Aug. 13; Kastalia, Sept. 7—both Cunard-Donaldson Line; Nevisian, Aug. 27; Norwegian, Sept. 17—both Dominion Line.

To *Glasgow*.—Letitia, Aug. 12 and Sept. 9; Sulairia, Aug. 19 and Sept. 16; Athenia, Aug. 26 and Sept. 23—all Anchor-Donaldson Line.

To *Newcastle and Leith*.—Cairnross, Aug. 12 and Sept. 23 (also calls at Dundee); Cairnesk, Aug. 26; Cairnglen, Sept. 9—all Cairn-Thomson Line.

To *Belfast and Dublin*.—Kenbane Head, Aug. 12; Fanad Head, Aug. 23—both Head Line (cargo accepted for Londonderry and Cork).

To *Antwerp*.—Beaverbrae, Aug. 12 and Sept. 16; Beaverhill, Aug. 19 and Sept. 23; Beaverford, Aug. 26; Beaverburn, Sept. 2; Beaverdale, Sept. 9—all Canadian Pacific; Brant County, Aug. 12 and Sept. 23 (also calls at Havre); Lista, Aug. 26; Hada County, Sept. 9 (also calls at Havre)—all County Line.

To *Rotterdam*.—Kings County, Aug. 8 and Sept. 22; Lista, Aug. 26; Grey County, Sept. 9—all County Line.

To *Hamburg*.—Montrose, Canadian Pacific, Sept. 1; Remscheid, Aug. 26; Hagen, Sept. 21—both Hamburg American-North German Lloyd Line (also call at Bremen).

To *South France and Italian Ports*.—Giorgio Ohlsen, Aug. 15; Valprato, Aug. 25; a steamer, Sept. 8—all Lloyd Mediterraneo Italian Service.

To *Norwegian Ports*.—Idefjord, North American Line, Aug. 20.

To *Scandinavian and Baltic Ports*.—Gorm, Aug. 14; a steamer, Sept. 12—both Scandinavian-American Line; Svaneholm, Swedish-American-Mexico Line, Sept. 10.

To *St. John's, Nfld., and St. Pierre-Miquelon*.—Reinunga, Aug. 10; Belle Isle, Aug. 18 and Sept. 1 and 15—both Newfoundland-Canada SS.; Silvia, Furness-Red Cross Line, Aug. 13 and 27 and Sept. 10.

To *Cornerbrook, Nfld.*—New Northland, Aug. 10 and 23 and Sept. 7; North Voyageur, Aug. 17 and 31—both Clarke SS. Co.

To *Hamilton (Bermuda), Puerto Rico, St. Kitts, Antigua, St. Lucia, Guadeloupe, Martinique, Barbados, St. Vincent, Grenada, Trinidad and Demerara*.—Cornwallis, Aug. 12 and Sept. 23; Chomey, Aug. 26; Colborne, Sept. 9—all Canadian National.

To *Hamilton (Bermuda), Nassau (Bahamas), Kingston (Jamaica), and Belize (British Honduras)*.—Lady Rodney, Aug. 11 and Sept. 8; Cavalier (does not call at Hamilton or Nassau), Aug. 19 and Sept. 16; Lady Somers, Aug. 25 and Sept. 22; Cathcart (calls at St. Georges but not at Hamilton or Nassau), Sept. 2—all Canadian National.

To *Bermuda, St. Kitts, Antigua, Guadeloupe, Dominica, Martinique, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo*.—Fernebo, Aug. 11 and Sept. 25; Marie Horn, Aug. 26; a steamer, Sept. 10—all Ocean Dominion SS. Corp.

To *Auckland, Wellington, Lyttelton, Dunedin, Brisbane, Sydney and Melbourne*.—Canadian Challenger, Aug. 27; Canadian Constructor, Sept. 24—both Canadian National.

To *West and South African Ports*.—Calumet, Elder Dempster & Co., Ltd., Aug. 25.

### From Halifax

To *Liverpool*.—Newfoundland, Aug. 16; Nova Scotia, Sept. 6—both Furness Line; Baltic, White Star Line, Sept. 5.

To *London*.—London Exchange, Aug. 23; Japanese Prince, Sept. 13—both Furness Line.

To *Antwerp*.—Pennland, Red Star Line, Sept. 11.

To *Gothenburg*.—Kungsholm, Aug. 17 and Sept. 17—both Swedish-American Line.

To *St. John's, Nfld., and St. Pierre-Miquelon*.—Nerissa, Aug. 9 and 23 and Sept. 6; Fort St. George, Aug. 16 and 30; Rosalind, Sept. 13—all Furness-Red Cross Line; Newfoundland, Aug. 16; Nova Scotia, Sept. 6—both Furness Line (do not call at St. Pierre).



To *St. John's, Carbonear and Port Union, Nfld., and St. Pierre.*—Magnhild, Newfoundland-Canada SS., Aug. 11 and 25 and Sept. 8 and 22.

To *Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.*—Lady Hawkins, Aug. 9 and Sept. 20; Lady Drake, Aug. 23; Lady Nelson, Sept. 6—all Canadian National.

To *Santiago (Cuba) and Kingston (Jamaica).*—Andalusia, Aug. 17 and Sept. 14 (calls at Montego Bay and other Jamaican outports); Calabria, Aug. 31—both Pickford & Black.

To *Bermuda, St. Kitts, Antigua, Guadeloupe, St. Lucia, Dominica, Martinique, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo.*—Fernebo, Aug. 16; Marie Horn, Aug. 31; a steamer, Sept. 15—all Ocean Dominion SS. Corp.

To *Hamilton (Bermuda), Nassau (Bahamas), Kingston (Jamaica), and Belize (British Honduras).*—Cathcart (calls at St. Georges, Bermuda, but not at Hamilton or Nassau), Aug. 8 and Sept. 5; Cavelier (does not call at Hamilton or Nassau), Aug. 22 and Sept. 19—both Canadian National.

To *Hamilton (Bermuda), Puerto Rico, St. Kitts, Antigua, St. Lucia, Guadeloupe, Martinique, Barbados, St. Vincent, Grenada, Trinidad and Demerara.*—Cornwallis, Aug. 16; Chomedy, Aug. 30; Colborne, Sept. 13—all Canadian National.

### From Saint John

To *Alexandria, Port Said, Suez, Aden, Karachi, Bombay, Colombo, Madras, Rangoon and Calcutta.*—City of Birmingham, Aug. 18; a steamer, Sept. 18—both American and Indian SS. (cargo accepted for other Eastern ports, also for British East African ports).

To *Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.*—Lady Drake, Aug. 15 and Sept. 26; Lady Nelson, Aug. 29; Lady Hawkins, Sept. 12—all Canadian National.

To *Kingston and Jamaican Outports.*—Harboe Jensen, Aug. 13 and 27; I. K. Ward, Aug. 20 and Sept. 3—both United Fruit Line.

### From Quebec

To *Southampton.*—Empress of Britain, Aug. 20 and Sept. 3 and 17; Empress of Australia, Aug. 25 and Sept. 14—both Canadian Pacific.

### From New Westminster

To *Hongkong and Shanghai.*—Corneville, B. W. Greer & Son, Aug. 25.

To *London and Liverpool.*—Logician, B. W. Greer & Son, Ltd., Aug. 21; Gracia, Balfour Guthrie & Co., Aug. 29 (also calls at Glasgow).

To *Australian Ports.*—Seisho Maru, Yamashita Shipping Co., Aug. 9; Golden Harvest, Dingwall Cotts & Co., Aug. 13.

To *Chilean Ports.*—Condor, C. Gardner Johnson Co., Aug. 15.

### From Vancouver

To *Yokohama, Kobe, Shanghai and Hongkong.*—Heian Maru, Aug. 11; Hikawa Maru, Sept. 8—both Nippon Yusen Kaisha (also call Osaka); Tantalus, Aug. 8; Tyndareus (calls Miiki), Aug. 28; Protesilaus (calls Miiki), Sept. 17—all Blue Funnel Line.

To *Yokohama, Kobe, Shanghai, Hongkong and Manila.*—Empress of Asia (calls Nagasaki), Aug. 13; Empress of Canada (calls Honolulu), Aug. 27; Empress of Russia (calls Nagasaki), Sept. 10; Empress of Japan, Sept. 24 (calls Honolulu)—all Canadian Pacific.

To *Honolulu, Suva, Auckland and Sydney.*—Niagara, Aug. 17; Aorangi, Sept. 14—both Canadian-Australasian Line.

To *Macassar, Sourabaya, Samarang, Batavia, Singapore, Belawan Deli, Penang, Rangoon and Calcutta.*—Salawati, Silver Java Pacific Line, Sept. 7.

To *Auckland, Wellington, Melbourne and Sydney.*—Golden Harvest, Aug. 17; Golden Cloud, Sept. 17—both Oceanic and Oriental Navigation Co.; Waikawa, Canadian-Australasian Line, Sept. 1 (also calls Lyttelton and Dunedin).

To *Liverpool, London, Southampton and Rotterdam.*—Loch Katrine, Aug. 14; Dams-terdyk, Aug. 28; Lock Monar, Sept. 12; Delftdyk, Sept. 25—all North Pacific Coast Line.

To *London, Hull, Bergen and Oslo.*—Laurits Swenson, Aug. 15; Knute Nelson, Sept. 15—both Fred Olsen Line.

To *Manchester.*—Pacific Exporter, Aug. 20; Pacific Grove, Sept. 3—both Furness (Pacific) Line.

To *Scandinavian Ports.*—Axel Johnson, Aug. 17; Balboa, Aug. 27; Annie Johnson, Sept. 20—all Johnson Line.

To *Port of Spain (Trinidad) and Bridgetown (Barbados).*—King James, Canadian Transport Co., Ltd., Aug. 25.

To *Rio de Janeiro, Santos, Montevideo and Buenos Aires.*—Hindanger, Westfal-Larsen Co., Sept. 10 (cargo accepted for Pernambuco, Bahia, Rosario, Santa Fé and other ports).

To *Cape Town, Algoa Bay, East London, Durban and Laurence Marques.*—Danwood, British Columbia Shipping Agencies, Ltd., August.

**Note.**—Firms who desire information concerning ocean mail services may have their names placed on the mailing list of the Post Office Weekly Bulletin by applying to the Post Office Department.

255

# COMMERCIAL INTELLIGENCE SERVICE

## CANADIAN GOVERNMENT TRADE COMMISSIONERS

### Argentine Republic

E. L. McCOLL, B. Mitre 430, Buenos Aires (1). (Territory includes Chile and Uruguay.)  
*Cable address, Canadian.*

### Australia

D. H. ROSS. Address for letters—Box 196C, G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable address, Canadian.*  
*Commercial Agent:* B. MILLIN, The Royal Exchange, Sydney, N.S.W.

### Belgium

HENRI TURCOT, 98 Boulevard Adolphe Max, Brussels. *Cable address, Canadian.*

### Brazil

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**Note.—Bentley's Second Phrase Code is used by Canadian Trade Commissioners**

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## TABLE OF CONTENTS

	Page		Page
Middle East Market for Woodpulp,		Samples for Argentina.. . . .	293
Paper and Paper Products.. . .	257	British Merchandise Marks Act.. . .	294
Market for Leather in Japan.. . .	268	Tariff Changes, Etc.:—	
Fur Industry and Trade of Japan..	271	Irish Free State Special Duties..	295
Trade of South Africa in 1931.. . .	273	France Reduces Use of Foreign	
Trade of Grenada in 1931.. . . .	277	Wheat.. . . . .	296
Indian Market for Tea Chests.. . .	280	Import Restrictions in Austria..	296
The World's Shipping.. . . . .	281	Tariff Changes in Mexico.. . . .	297
Economic Conditions in Germany..	283	Ratification and Modification of	
Economic Conditions in Italy.. . .	285	Argentine Customs Laws.. . . .	297
Import Trade of Sweden in 1931		Foreign Exchange Quotations.. . .	298
II. Products of Vegetable Origin..	287	Trade Inquiries.. . . . .	299
Wheat Situation in Switzerland . . .	291	Proposed Sailings.. . . . .	300
Wheat Crop Prospects in the West-		Commercial Intelligence Service.. .	303
ern Mediterranean Area.. . . . .	292		

## MIDDLE EAST MARKET FOR WOODPULP, PAPER, AND PAPER PRODUCTS

GEO. R. HEASMAN, CANADIAN TRADE COMMISSIONER

[NOTE.—One Straits dollar equals 56 cents Canadian; one guilder equals 40 cents Canadian]

Batavia, Java, July 1, 1932.—The countries of the Middle East, consisting of Netherlands India, British Malaya, and Siam, offer a market for woodpulp, paper, and paper products valued at approximately \$10,680,000 in 1929. Imports during 1930 and 1931 fell considerably, but there still remains an estimated market of \$5,930,000. In 1929 British Malaya imported paper and paper products valued at \$3,986,993, Netherlands India imported to the value of \$5,558,161, and Siam to the value of approximately \$1,000,000. In 1931 imports into British Malaya fell to \$2,140,393. Import figures for Netherlands India are not yet complete, but it is estimated that pulp, paper and paper products were imported to the value of \$3,226,962. Imports into Siam are estimated at \$560,000.

Canada has no direct shipping service to Siam, and as there are several shipping lines serving this country direct from Europe, it is difficult for the Dominion to secure any worthwhile business in Siam. There is also the reason—which will be mentioned later in this report—that imports of the type of paper which Canada can supply are small and the quality, especially in newsprint, is of a lower grade than the standard newsprint in Canada. In British Malaya and Netherlands India, however, it is to be deplored that Canada does not enjoy a larger share of this market. It is true that a large proportion of the total market is for a low quality of paper for which Canadian mills have never shown



any desire to compete. Nevertheless Canada, as the leading paper manufacturing country of the world, should be a large exporter to these markets. In 1930 the United States exported approximately \$639,000 worth of paper and paper products to this territory. Imports from Canada, on the other hand, were negligible. With a direct shipping service now available from British Columbia to Java and British Malaya, and with a decided sentiment in favour of British Empire products in the latter country, Canada should be able to secure at least 10 per cent of the total imports, which would amount, on 1931 figures, to approximately half a million dollars.

A summary of the various kinds of paper imported into British Malaya during the years 1929, 1930, and 1931 is as follows:—

Commodities	Quantity			Value in Canadian Dollars		
	in Cwts.—112 Pounds	1929	1930	1931	1929	1930
Blotting paper . . . . .	868	785	680	16,714	13,587	10,500
Stationery (paper) cardboard ..	24,285	20,006	17,864	91,738	70,193	45,462
Envelopes . . . . .	4,012	3,998	3,315	100,257	92,257	66,791
Manuscript and account books ..	18,960	12,288	7,101	581,641	366,606	182,962
Writing paper . . . . .	11,286	14,729	8,523	198,008	197,028	105,236
Old newspapers (long tons) . . .	10,932	9,535	8,940	445,901	321,029	252,886
Packing and wrapping paper (long tons) . . . . .	2,260	2,209	1,571	349,669	317,230	196,810
Printing paper (long tons) . . . .	5,310	4,553	3,489	717,432	572,968	353,132
Other manufactures of paper . . .	298,890	176,115	132,031	1,485,633	1,200,075	926,614
Total . . . . .	.....	.....	.....	\$3,986,993	\$3,150,973	\$2,140,393

The Bureau of Statistics of Netherlands India divides imports of paper and paper products into a larger number of headings than is the case in British Malaya. The figures given below for the year 1931 are for Java only. Statistics for the Outer Islands will not be available for several months. These will mean only small additions and will not exceed 15 per cent at most in any one item. Values have been converted to Canadian dollars at the par rate of exchange.

Commodities	1929	1930	1931	1929	1930	1931
	In Tons of 2,204 Pounds	Value in Canadian Dollars			1929	1930
Pulp . . . . .	310	159	125	24,179	11,332	7,704
Roofing paper . . . . .	355	397	125	30,185	35,834	10,072
Wallpaper . . . . .	119	114	66	32,144	34,315	20,122
Writing and note paper . . . . .	36	30	16	17,590	15,778	8,676
Writing and note paper n.o.p. . .	167	625	469	133,841	134,548	84,642
Cardboard n.o.p. . . . .	3,444	2,918	2,195	186,244	152,897	114,208
Carbon paper . . . . .	47	50	34	69,721	67,275	40,346
Newsprint . . . . .	4,591	4,499	4,018	383,363	351,892	266,826
Newsprint (coloured) . . . . .	427	379	345	43,696	36,994	28,252
Envelopes . . . . .	420	429	319	131,106	127,623	84,108
Fancy paper . . . . .	2,106	1,999	1,063	546,058	523,958	254,038
Old newspapers . . . . .	31,756	24,774	23,772	992,112	677,978	452,330
Wrapping paper . . . . .	4,991	4,833	3,938	707,294	690,690	476,719
Photographic paper . . . . .	91	112	68	62,476	115,672	62,316
Writing paper, including bond, bankpost, etc. . . . .	4,233	4,756	2,722	657,576	690,469	337,784
Drawing paper . . . . .	182	149	117	67,213	57,665	38,191
Blotting paper . . . . .	95	105	80	20,429	23,099	15,769
Paper n.o.p. . . . .	4,098	3,751	1,860	562,285	511,657	247,057
Manuscript and account books . .	761	663	255	262,580	244,750	93,914
Paper bags and boxes . . . . .	1,864	1,558	953	482,577	375,741	214,701
Paper articles n.o.p. . . . .	428	414	42	145,492	121,592	75,827

#### PULP

There is only one paper mill in this territory, and that is located in Java. The object of this company was originally to use rice straw as pulp. The mill has been fairly successful and is now making a number of grades of paper which have a good demand. In addition to rice straw, however, the mill requires sulphite pulp both in a good white quality and one in which strength is the main

consideration. Imports of pulp for the last three years with countries of origin are as follows:—

	1929	1930	1931	1929	1930	1931
	Quantity in Kilograms			Value in Guilders		
Canada . . . . .	.....	.....	22,283	.....	.....	2,832
Scandinavia . . . . .	195,770	159,259	51,550	40,652	28,329	7,844
Other countries . . . . .	114,419	.....	52,050	19,796	.....	8,585
Total . . . . .	310,189	159,259	125,883	60,448	28,329	19,261
Value in Canadian \$ . . . . .	.....	.....	.....	\$24,179	\$11,332	\$7,704

The direct shipping service from British Columbia should be of great advantage to Canadian West Coast exporters.

#### NEWSPRINT

*British Malaya.*—The market for standard newsprint in the Middle East is limited. In Siam, Bangkok is the only city with newspapers of any importance, and their circulation is small. Furthermore, as stated previously, Siam is served with a direct shipping service from Europe but not from Canada. Canadian exporters have therefore to meet low price and lower freight rates.

Although this office has had many inquiries for Canadian newsprint, it has not been possible to interest Canadian manufacturers in the market. This is probably due not only to the low price and small quantities used, but also to the lower quality of newsprint most in demand. Moreover, it was not until 1931 that a direct shipping service from the Pacific Coast was started, and before that freight rates were high. It is still difficult for mills in Eastern Canada to compete, but those located on the Pacific Coast should be able to secure a share of the imports.

In British Malaya the imports of newsprint are grouped under the heading of printing paper. It is difficult to tell the exact quantity which is newsprint; possibly not more than half the total. Imports for 1930 of printing paper were 4,553 tons valued at \$572,968. The chief sources of supply were: Norway, 1,087 tons (\$112,155); the United Kingdom, 999 tons (\$172,359); Germany, 584 tons (\$57,866); and Belgium, 411 tons (\$55,118). Imports for 1931 totalled 3,489 tons valued at \$353,132. Europe supplied 2,373 tons valued at \$197,430, and the United Kingdom 805 tons valued at \$119,414.

There are no rotary presses in British Malaya, but six newspapers use duplex machines. The chief consumers of newsprint are located in Singapore. Two of the largest English newspapers use between them 25 tons of newsprint per month in 67½- and 70-inch rolls. Three Chinese papers have a combined consumption of 33 tons of newsprint per month in 62-inch rolls. In Kuala Lumpur there is one newspaper using 70-inch rolls which requires 7 tons of newsprint per month. The price of newsprint varies from £13 to £14 10s. per ton c.i.f., depending on the grade of paper. The English newspapers usually take a better quality than the Chinese papers.

The ten newspapers using flat-bed presses have a total consumption between them of about 62 tons of sheets per month. There are two papers using 10 tons each; the others average 5 tons each per month. The specifications are 35 by 45, 31 by 43, 33 by 44, 21½ by 31, and 30 by 40—all in inches. The basis weight of this paper is 50 pounds per ream of 35 by 45—500 sheets. The price of the better quality news in sheets, of which there are about 25 tons per month used, is £15 5s. per ton c.i.f. Singapore. Some of the newspapers are paying £14 for a lower quality, and one Chinese newspaper is paying as low as £13 10s. per ton. Samples of eight of the most important newspapers published in British Malaya are on file at the Department of Trade and Commerce, Ottawa, an examination of which will show the quality required.



*Netherlands India.*—It is in Netherlands India that the largest market for newsprint exists. This commodity is listed separately in the statistics and imports for 1929, 1930, and 1931, with countries of origin, as follows:—

Countries	1929	1930	1931	1929	1930	1931
	In Tons of 2,204 Pounds			In Guilders		
Netherlands . . . . .	1,639	843	500	341,203	167,504	94,331
Great Britain . . . . .	68	31	35	15,002	7,028	6,275
Germany . . . . .	878	657	896	184,140	134,659	162,860
Italy . . . . .	89	103	418	17,950	17,935	61,152
Scandinavia . . . . .	1,820	2,783	1,811	376,804	539,185	286,384
Austria . . . . .	....	....	342	....	....	52,643
Other countries . . . . .	94	69	12	23,308	13,420	2,572
Total . . . . .	4,591	4,499	4,019	958,407	879,731	667,067
Values in Canadian \$ . . . . .	....	....	....	\$383,363	\$351,892	\$266,826

In addition to the above, 350 tons of coloured newsprint are imported. The newsprint used is not standard, but is divided between good quality and low quality, and of course between sheets and rolls.

There is only one rotary machine in Netherlands India, which uses about 200 tons of good-quality newsprint per year. There are eight European firms having between them eleven duplex machines, while practically all the Chinese printers use flat-bed presses.

It can be taken as a general rule that the Chinese flat-bed presses use paper with a weight of from 45 to 50 grams per square metre, while the European firms with duplex machines use paper from 50 grams up.

Specifications of the newsprint for fourteen principal newspapers in Java, with quantity required in each case, the name of the paper, and a sample of the stock—which show more accurately the kind of paper required—are on file at the Department of Trade and Commerce, Ottawa, and may be obtained for inspection by interested Canadian firms (quote file No. 17363).

Prices at the present time for these papers are fluctuating, but they range from \$64 to \$80 per ton of 1,016 kilograms franco for rolls. Sheets are higher. Import duty with statistical duty and delivery charges would in all amount to about 22 per cent.

If Canadian manufacturers are not willing or are unable to quote for the specifications just referred to, they might find in Java a market for off-cuts. These off-cuts should have a weight of from 50 to 52 grams per square metre packed in reams of 500 sheets, size 55 by 75 centimetres. The present price is approximately £14 per ton of 1,016 kilograms c.i.f. Java at present rate of exchange.

#### SIMILI

Under the heading of printing paper in the statistics of both British Malaya and Java there appears imports of hundreds of tons of a paper known as "Simili." It has been estimated that there are probably 500 tons of this paper entering British Malaya and more than 1,000 tons into Netherlands India annually. The paper mill in Java makes large quantities of this paper. It can best be described as a glazed, wood-free, hard-sized paper. In British Malaya it is very white in colour, but in Java it is slightly more of a cream colour. Specifications in Netherlands India are usually for sizes 44 by 69, 69 by 88, 65 by 100, 56 by 88—all in centimetres. Weights range from 50 grams per square metre and up, but the largest proportion used is over 60 grams. In British Malaya the size most in demand is 31 by 43 inches, put up in reams of 500 sheets with a weight of 45 pounds. Imports are from Europe and Japan. The selling price of the European quality to dealers is about 10 Canadian cents per kilogram (2½ pounds) franco. The Japanese quality is sold to dealers by importers at about 8½ cents per kilogram. These prices include an import duty, landing charges

and importer's profit, totalling about 27 per cent. A sample of the above paper is on file at the Department of Trade and Commerce, both European and Japanese quality.

#### PACKING AND WRAPPING PAPER

Overissued newspapers are chiefly used for packing and wrapping purposes in this market. There is approximately five times the quantity of overissued newspapers used to all other kinds of packing and wrapping paper. Imports are chiefly from the United States and Great Britain. The United States in 1931 exported 22,000 tons to Netherlands India, and Great Britain 2,000 tons. The United Kingdom in 1931 exported 8,774 tons to British Malaya as compared with 148 tons from the United States.

There are two descriptions which cover the grades of overissued newspapers required. The first is for "all white overissued newspapers of uniform size, free from booklets, magazines, and coloured supplements, securely burlapped with four red painted iron bands, in 280- and 560-pound bales." The second description is for "old newspapers, clean, folded, guaranteed not to contain more than 3 per cent coloured sheets, free from booklets, torn sheets and rubbish, packed in 200- and 280-pound bales." This business is in the hands of three or four large European importers. The names of interested firms are available on application to this office, but it is believed that Canada has not sufficient volume of overissued papers to make it possible to compete.

In other types of wrapping paper, however, especially kraft, Canada should be able to secure a larger proportion of the market than is being obtained at the present time. In British Malaya imports of packing and wrapping paper with the chief sources of origin for 1928, 1929, and 1930 are as follow:—

Countries	1928 1929 1930			1928 1929 1930		
	Quantity in Long Tons			Value in Straits Dollars		
United Kingdom . . . . .	99	114	114	35,062	37,411	35,558
Hongkong . . . . .	889	828	587	332,877	283,097	198,437
Germany . . . . .	74	89	63	19,782	27,620	18,321
Norway . . . . .	148	107	117	38,528	26,994	28,057
Sweden . . . . .	136	122	134	30,473	27,372	27,173
China . . . . .	967	841	1,050	182,533	179,705	217,921
United States . . . . .	6	4	5	2,318	1,830	2,770
Other countries . . . . .	160	155	139	29,837	40,380	28,246
Total . . . . .	2,479	2,260	2,209	\$671,410	\$624,409	\$566,483
Values in Canadian \$ . . . . .	....	....	....	\$375,989	\$349,669	\$317,230

The total imports for 1931 are listed on page 258, but the countries of origin are not yet available for last year.

The above statistics include imitation parchment, greaseproof papers, kraft wrapping, Chinese wrapping, and coloured sulphite. The quantity of greaseproof paper entering Malaya is very small, but large quantities of imitation parchment are being imported. This paper is white, soft-sized, and is used by Chinese chemist shops. About 25 tons per month enter Singapore, chiefly from Scandinavia. It is cut to size 27 by 52 inches and weighs 8 pounds to the ream of 96 sheets packed flat. Imports from China and Hongkong consist to a great extent of a poor and cheap quality paper known as Chinese wrapping, in which Canadian mills would not be interested. Imports of coloured sulphite are estimated at about 75 tons per annum. In kraft wrapping two qualities are imported. Total imports of the second grade are estimated at about 200 tons per annum, while imports of the best grade probably do not exceed 20 to 30 tons per year.



Imports of wrapping paper into Netherlands India with the chief sources of supply are as follows:—

	1929	1930	1931	1929	1930	1931
	In Metric Tons			In Guilders		
Netherlands . . . . .	1,686	1,589	1,270	660,796	591,375	402,552
Great Britain . . . . .	321	230	113	129,975	89,301	35,893
Germany . . . . .	1,230	1,329	1,098	458,336	509,504	338,961
Belgium . . . . .	314	189	106	129,459	83,169	38,648
Italy . . . . .	158	164	318	65,167	69,576	101,361
Austria . . . . .	.....	.....	145	.....	.....	51,219
United States . . . . .	6	11	10	3,640	13,584	8,202
China . . . . .	308	375	65	68,991	94,445	13,189
Japan . . . . .	116	42	21	50,711	19,469	7,725
Scandinavia . . . . .	583	539	617	181,707	148,587	145,942
Other countries . . . . .	263	359	159	69,452	107,714	46,326
Total . . . . .	4,991	4,833	3,938	1,768,234	1,726,724	1,191,799
Values in Canadian \$ . . . . .	.....	.....	.....	\$707,294	\$690,690	\$476,719

Holland and Germany are the chief sources of supply, although Italy has consistently increased her exports, and Austria appears in 1931 for the first time in recent years with exports of 145,000 kilograms. It is difficult to tell what proportion of these wrapping paper imports consists of kraft paper, but it is certain that imports are at least double those of British Malaya. Scandinavia with a second-grade quality is the chief source of supply. Imports from Canada have been small but are increasing.

#### WRITING PAPER

Total imports of writing paper into British Malaya for the year 1931 amounted to 8,523 tons valued at \$105,236 as compared with 11,286 tons valued at \$198,008 in 1929. Statistics showing the sources of supply for 1931 are not yet available, but are as follows for 1928, 1929, and 1930:—

Countries	1928	1929	1930	1928	1929	1930
	Quantity in Tons			Value in Straits Dollars		
United Kingdom . . . . .	3,898	4,433	5,971	99,448	149,929	147,241
Hongkong . . . . .	3,145	2,335	2,431	101,984	74,083	60,100
Belgium . . . . .	626	512	794	8,548	6,921	10,444
Netherlands . . . . .	436	478	557	6,140	9,505	8,541
China . . . . .	666	2,371	4,314	22,015	87,717	113,030
United States . . . . .	1	105	30	42	4,250	1,282
Other countries . . . . .	2,514	1,052	632	44,631	21,180	11,198
Total . . . . .	11,286	11,286	14,729	\$282,808	\$353,585	\$351,836
Value in Canadian \$ . . . . .	.....	.....	.....	\$158,372	\$198,008	\$197,028

In Netherlands India total imports for 1931 were valued at \$431,102 as compared with \$809,007 in 1929. Writing paper imports into Netherlands India are divided into three headings: writing or note paper, writing or note paper n.o.p., and writing paper including bonds, bank posts, etc., n.o.p. It is the last group of statistics which is of most importance to Canada; these are as follows:—

Countries	1929	1930	1931	1929	1930	1931
	In Metric Tons			In Guilders		
Netherlands . . . . .	3,058	3,843	2,167	1,081,699	1,243,131	565,222
Germany . . . . .	446	321	212	178,170	110,870	65,803
Belgium . . . . .	185	56	13	57,639	21,371	3,930
Austria . . . . .	.....	.....	44	.....	.....	15,657
China . . . . .	82	112	70	67,014	89,471	56,547
United States . . . . .	100	241	103	77,911	152,157	87,668
Scandinavia . . . . .	106	45	52	40,419	14,651	16,593
Other countries . . . . .	255	134	56	141,088	94,521	30,923
Total . . . . .	4,233	4,756	2,722	1,643,940	1,726,172	844,462
Value in Canadian \$ . . . . .	.....	.....	.....	\$657,576	\$690,469	\$337,784

Canada is not shown as a source of supply either under the heading of printing paper in the Malayan statistics or under the heading of writing paper in Netherlands Indies statistics, although it is known that quantities of bond paper are shipped to this territory. In British Malaya there are probably ten bond papers competing for the market. Imports are estimated at about 100 tons with an additional 100 tons of bank-post per annum. In Netherlands India there are approximately the same number of bond papers competing. There are

at least two brands from the United States on the market, namely Hammermill and Howard; at least one brand from Holland, known as Amstel; two brands from England, Belfast and Abermill; and two brands from Canada. The qualities of these different papers vary from first-grade to a third-grade bond. It is difficult to say which country enjoys most of the trade, but Amstel bond from Holland is probably the most prominent on the Netherlands Indies market.

## PAPER BOARD

The largest market in this area is for the manufacture of cigarette boxes. Millions of these boxes are used each month in both British Malaya and Java. These are usually obtained from small local factories which import the board. Imports of board into British Malaya are not shown separately, but come under the one general heading of "other manufactures of paper." In Netherlands India, however, imports of cardboard paper amounted to 2,195,987 kilograms valued at \$114,208 in 1931. The chief sources of supply were as follows:—

Countries	1929	1930	1931	1929	1930	1931
	In Metric Tons			In Guilders		
Netherlands . . . . .	1,475	846	507	170,880	101,492	58,966
Germany . . . . .	279	144	550	49,577	23,810	94,331
United States . . . . .	1,257	942	422	193,593	146,264	66,039
Austria . . . . .	.....	.....	43	.....	.....	5,125
Japan . . . . .	261	853	588	28,118	89,209	52,131
China . . . . .	10	32	48	1,075	3,454	4,299
Scandinavia . . . . .	104	95	26	15,786	15,629	3,661
Other countries . . . . .	54	4	11	6,581	2,385	1,070
Total . . . . .	3,444	2,918	2,195	465,610	382,243	285,522
Value in Canadian \$ . . . . .	.....	.....	.....	\$186,244	\$152,897	\$114,208

The United States supplied Java with cardboard in 1931 valued at \$26,400.

*Boxes, Cartons, and Paper Bags.*—The market for butter, candy, lard, or soap cartons is small, but there is a limited demand for paper bags. So far Canada has not been successful in securing any of this business for either kraft or manila bags. It is only the larger shops with a better class of clientele which use bags, and these are seldom made of kraft paper. Furthermore, those firms using bags usually insist on a certain amount of printing appearing on them.

The Government pawn shops use a large number of special glassine bags for displaying articles of jewellery. One contract in 1930 was for 20,000,000, to be delivered over a period of three years. The price paid by the Government to the successful bidder is not known, but one tender of \$20,000 for 6,000,000 bags, one year's supply, was considered too high. This price included duty and landing charges of 15 per cent.

In connection with paper bags, this office investigated the possibility of using a heavy kraft bag, such as is used in shipping cement, for handling rubber and other bulk produce. The object was to offer a cheaper container than the plywood chests at present in use and which are generally admitted to be expensive and unsatisfactory. No encouragement was received from the local rubber research bureau, and nothing has resulted from this effort.

Imports of paper bags, boxes, and cartons are listed under a separate heading in Netherlands India and are as given below. In British Malayan statistics they are in the group of "other manufactures of paper":—

Countries	1929	1930	1931	1929	1930	1931
	In Metric Tons			In Guilders		
Netherlands . . . . .	218	348	294	145,185	219,639	124,481
Great Britain . . . . .	12	15	5	7,654	6,516	3,783
Germany . . . . .	33	23	47	25,934	19,682	22,018
Belgium . . . . .	.....	.....	166	.....	.....	135,902
United States . . . . .	6	5	3	3,939	1,631	1,092
China . . . . .	44	59	113	39,178	55,367	46,639
Japan . . . . .	858	405	236	647,548	326,821	167,621
Scandinavia . . . . .	621	692	.....	273,593	304,106	.....
Other countries . . . . .	71	8	85	64,411	5,590	34,946
Total . . . . .	1,864	1,558	953	1,206,442	939,352	536,754
Values in Canadian \$ . . . . .	.....	.....	.....	\$482,577	\$375,741	\$214,701



## MANUSCRIPT AND ACCOUNT BOOKS

In the statistics of British Malaya there is a division headed "manuscript and account books," in which imports for 1931 were valued at \$182,962. The sources of these manuscript and account books for 1929 and 1930 were as follows:—

Countries	1929		1930	
	In Cwts.	(112 Lbs.)	1929	1930
United Kingdom . . . . .	6,460	5,225	484,915	347,413
Hongkong, . . . . .	1,272	376	54,197	10,753
Germany . . . . .	1,675	535	68,666	19,798
Netherlands . . . . .	1,505	561	39,876	16,113
China . . . . .	6,442	4,538	284,678	206,744
Japan . . . . .	558	394	34,824	20,764
Other countries . . . . .	1,048	659	71,489	33,066
Total . . . . .	18,960	12,288	1,038,645	654,654
Values in Canadian dollars . . . . .	....	....	\$581,641	\$366,606

The United Kingdom and China have practically a monopoly of this class of business. It consists chiefly of good-quality account and ledger books from England and low-priced exercise and copy books from China. There are also included in this item counter sales books; but the demand in British Malaya for a cash sales book is comparatively small and prices are low. A few of the larger stores purchase cash books from England, but the majority buy them from local European and Chinese printers. These latter firms are able to place a book on the market at a price which Canadian manufacturers cannot meet.

## WALLPAPER

Wallpaper enters British Malaya under the heading of "other manufactures of paper," and it is difficult to tell what proportion is wallpaper. In Netherlands India imports for 1931 were valued at \$20,122. The chief sources of supply are as given below:—

Countries	1929	1930	1931	1929	1930	1931
	In Kilograms			In Guilders		
Netherlands . . . . .	22,130	40,238	29,384	24,716	41,031	31,226
Great Britain . . . . .	1,845	2,366	1,630	2,102	2,675	1,977
Germany . . . . .	15,126	10,179	12,282	10,872	7,740	8,061
Belgium . . . . .	54,411	35,595	8,880	25,524	18,838	4,169
Japan . . . . .	11,934	19,737	13,316	5,782	9,862	3,931
Other countries . . . . .	14,263	6,303	876	11,364	5,641	943
Total . . . . .	119,709	114,418	66,368	80,360	85,787	50,307
Values in Canadian \$ . . . . .	....	....	....	\$32,144	\$34,315	\$20,122

Holland is by far the main source of supply. Unfortunately, most of this paper is in pattern and price of such a quality that Canada cannot compete. There have been several instances when it has consisted of stocks offered at auction at the close of the season in Germany, France, and other continental markets and bought up in job lots by Dutch dealers at low prices. The qualities manufactured in Canada are too good for this territory. In any case, due to climatic conditions, wallpaper is not in great demand.

## ROOFING PAPER

Under the heading of roofing paper, the United States is shown to have the largest share of the market with imports for 1931 valued at \$8,206—a decrease from \$24,466 in 1929. Efforts have been made to introduce roofing paper from Canada, and there is no reason why Canadian manufacturers cannot secure their share of this market. The Government is the chief purchaser of this material, and it is first necessary to supply sufficient paper for the construction of a test roof. The authorities will not place orders for any material until it has first been tested by the research laboratory. Imports for the last three years are as follows:—

Countries	1929			1930		
	In Kilograms			In Guilders		
Netherlands. . . . .	11,003	8,445	.....	3,892	2,877	.....
Great Britain . . . . .	17,110	68,469	11,703	5,028	20,800	3,583
Germany. . . . .	21,637	28,117	.....	5,377	9,025	.....
United States . . . . .	305,300	292,851	110,538	61,165	56,883	20,510
Total. . . . .	355,050	397,882	125,372	75,462	89,585	25,182
Value in Canadian \$. . . . .	.....	.....	.....	\$30,185	\$35,834	\$10,072

FLYPAPER

This article is practically unknown in the Middle East, and although a well-known brand is represented locally, sales are small.

FRUIT WRAP

There is no use for this kind of paper in either British Malaya or Netherlands India. Tropical fruit of all kinds is marketed unwrapped.

TOILET PAPER

There is a limited demand for a low-quality toilet paper, and exporters in British Columbia should be able to obtain some of this market. Statistics do not list imports separately, but United States figures indicate that that country exported 30 tons in 1930. A continental source of supply recently offered shipment of 200 case lots, 100 rolls per case, at 23 shillings per case c.i.f. Middle East ports. The wholesale price of toilet tissue is approximately from 5 to 7 cents per roll.

PAPER TOWELS AND NAPKINS

Imports of paper towels are not shown separately in either British Malayan or Netherlands Indies statistics. It is known, however, that the United States, which is probably the chief source of supply, shipped 13 tons to Netherlands India and slightly less than 1 ton to British Malaya. The chief use for these towels in Netherlands India is in railway carriages. They are purchased through the Holland office of the local railways. They are at present using the old white paper towel because it is cheaper than the kraft product.

WAXED BREAD WRAPPERS

This item does not appear separately in the statistics and it is known that imports are comparatively small. There is only a limited number of bakers wrapping their bread, and a still smaller proportion who use a waxed paper for this purpose. The wrappers which are not waxed are in some cases printed locally, and those that are waxed are practically all purchased from England. It has been found in the past that Canadian waxed bread wrappers are not competitive with those from the United Kingdom.

OTHER IMPORTS

In addition to the different kinds of paper specifically dealt with in this report, import statistics for British Malaya, with countries of origin, for blotting paper, stationery n.o.p., and envelopes are as follows:—

Blotting Paper

Countries	1928			1929			1930		
	In Cwts. (112 Lbs.)			In Straits Dollars			In Straits Dollars		
United Kingdom. . . . .	608	789	625	22,365	28,053	21,254			
Canada. . . . .	.....	.....	5	.....	.....	28			
Germany. . . . .	8	5	75	248	167	1,028			
United States. . . . .	35	48	35	1,065	1,226	793			
Other countries. . . . .	72	26	45	1,485	401	959			
Total. . . . .	723	868	785	\$25,163	\$29,847	\$24,262			
Values in Canadian \$. . . . .	.....	.....	.....	\$14,091	\$16,714	\$13,587			



*Stationery Paper n.o.p.*

Countries	1929	1930	1929	1930
	In Cwts. (112 Lbs.)	In Cwts. (112 Lbs.)	In Straits Dollars	In Straits Dollars
United Kingdom.. . . . .	1,385	1,220	19,762	17,463
Netherlands.. . . . .	5,787	2,332	29,333	17,358
China.. . . . .	3,203	2,686	12,094	9,344
Japan.. . . . .	4,001	3,470	13,486	10,901
United States.. . . . .	3,657	8,900	25,648	57,066
Other countries.. . . . .	6,252	1,348	63,495	13,212
Total.. . . . .	24,285	20,006	S\$163,818	S\$125,344
Value in Canadian \$.. . . . .	....	....	\$ 91,738	\$ 70,193

*Envelopes*

Countries	1929	1930	1929	1930
	In Cwts. (112 Lbs.)	In Cwts. (112 Lbs.)	In Straits Dollars	In Straits Dollars
United Kingdom.. . . . .	2,520	2,309	119,413	113,672
Hongkong . . . . .	235	721	9,227	20,071
Germany.. . . . .	307	169	12,031	4,987
Japan.. . . . .	130	214	10,265	10,257
United States.. . . . .	339	168	12,253	5,529
Other countries.. . . . .	481	417	15,842	10,228
Total.. . . . .	4,012	3,998	S\$179,031	S\$164,744
Value in Canadian \$.. . . . .	....	....	\$100,257	\$ 92,257

In the statistics for Netherlands India there are several additional headings in which Canadian exporters may possibly be interested; these with countries of origin are as follows:—

*Carbon Paper*

Countries	1929	1930	1931	1929	1930	1931
	Quantity in Kilograms			Value in Guilders		
Netherlands . . . . .	5,538	6,458	8,925	15,290	16,099	21,927
Great Britain.. . . . .	25,661	28,052	15,149	109,213	105,233	50,917
Germany.. . . . .	10,551	10,270	7,319	32,574	33,729	18,973
Austria.. . . . .	....	....	895	....	....	1,960
United States.. . . . .	5,852	3,795	2,275	17,225	12,087	6,481
Other countries.. . . . .	....	447	....	....	1,040	....
Total.. . . . .	47,602	50,022	34,929	174,302	168,188	100,867
Value in Canadian \$.. . . . .	....	....	....	\$69,721	\$67,275	\$40,346

*Blotting Paper*

Countries	1929	1930	1931	1929	1930	1931
	Quantity in Kilograms			Value in Guilders		
Netherlands.. . . . .	31,806	38,585	16,731	19,065	21,001	8,942
Great Britain.. . . . .	33,282	12,818	19,860	17,725	8,323	10,407
Germany.. . . . .	7,833	19,643	19,904	2,788	9,607	7,108
Austria.. . . . .	....	....	3,394	....	....	1,409
United States.. . . . .	18,979	30,780	17,829	9,902	17,429	9,554
Other countries.. . . . .	3,686	3,200	1,740	1,592	1,387	1,456
Total.. . . . .	95,586	105,026	80,469	51,072	57,747	39,424
Value in Canadian \$.. . . . .	....	....	....	\$20,429	\$23,099	\$15,769

*Envelopes n.o.p.*

Countries	1929	1930	1931	1929	1930	1931
	Quantity in Kilograms			Value in Guilders		
Netherlands.. . . . .	284,404	271,172	225,142	227,426	202,478	147,657
Great Britain.. . . . .	5,532	7,070	4,204	6,742	8,746	5,853
Germany.. . . . .	116,935	136,051	80,239	79,295	92,310	49,460
United States.. . . . .	1,978	3,128	2,272	2,385	4,024	2,815
China.. . . . .	4,298	5,251	1,809	3,652	4,118	1,320
Other countries.. . . . .	7,515	7,088	....	8,264	7,381	....
Total.. . . . .	420,662	429,760	319,468	327,764	319,057	210,271
Value in Canadian \$.. . . . .	....	....	....	\$131,106	\$127,623	\$84,108

## Fancy Paper

Countries	Quantity in Kilograms			Value in Guilders		
	1929	1930	1931	1929	1930	1931
Netherlands.. . . .	352,245	331,440	174,397	219,342	180,929	93,310
Great Britain.. . . .	23,491	21,900	13,525	30,170	40,682	28,611
Germany.. . . .	393,687	309,423	273,343	198,017	177,169	150,458
Belgium.. . . .	153,862	86,622	57,817	77,802	45,232	28,767
Italy.. . . .	61,108	62,061	56,670	31,679	35,891	26,936
Austria.. . . .	.....	.....	66,553	.....	.....	33,638
China.. . . .	360,892	552,036	247,996	245,743	366,595	167,259
United States.. . . .	11,709	8,085	7,703	39,271	29,763	13,769
Scandinavia.. . . .	14,065	49,949	72,742	7,842	28,064	33,768
Other countries.. . . .	735,647	577,553	91,451	495,280	405,571	60,773
Total.. . . .	2,106,706	1,999,069	1,063,279	1,345,146	1,309,896	635,095
Value in Canadian \$.	.....	.....	.....	\$546,058	\$523,958	\$254,038

In the statistics listed for both British Malaya and Netherlands India, it is known that blotting paper and carbon paper are entering this territory in small quantities from Canada. The quantity is so small that there is plenty of room for improvement. Canadian exporters should make an effort to secure a larger share of this trade. In Java a thin wood blotting of 50 grams per square metre, pink in colour, is most in demand. This is bought at from £24 10s. to £25 per ton c.i.f. In envelopes, stationery and fancy paper, Canada is not obtaining any business; the United States is shown as shipping both these articles to this territory.

## EXPORTS OF PAPER PRODUCTS FROM THE UNITED STATES TO THE MIDDLE EAST

Listed below are the United States exports of paper products during 1930 to the countries of the Middle East, Netherlands India, British Malaya, and Siam. The quantities are shown in pounds unless otherwise stated. Any commodity of which less than five tons was exported has been omitted.

Commodity	Java and Madoera	Outer Islands	British Malaya	Siam
		Figures are in Lbs.		
Book paper, not coated . . . . .	1,984	.....	68,027	10,412
Overissue newspapers.. . . .	35,167,885	5,704,729	507,280	.....
Wrapping paper . . . . .	8,987	11,509	8,513	.....
Surface-coated paper.. . . .	.....	.....	34,997	.....
Tissue and crepe paper . . . . .	2,887	.....	13,606	.....
Toilet paper.. . . .	12,016	4,761	42,121	5,034
Box board.. . . .	1,623,440	.....	846,890	.....
Bristols and board . . . . .	.....	.....	19,344	.....
Other paper board . . . . .	.....	.....	94,888	.....
Building paper.. . . .	109,539	34,481	50,390	14,000
Fibre insulating board (sq. ft.)	38,480	.....	138,781	.....
Wall board of paper or pulp (sq. ft.)	60,960	70,366	184,012	.....
Blotting paper . . . . .	59,989	2,334	3,780	.....
Filing folders, index cards, office forms, etc.. . . . .	15,489	.....	2,657	1,013
Other writing paper . . . . .	253,115	8,593	15,800	6,462
Envelopes . . . . .	4,214	.....	19,403	.....
Cash register and adding machine paper . . . . .	35,919	2,011	3,824	1,011
Cover paper . . . . .	34,462	.....	.....	.....
Paper towels and napkins.. . . .	24,531	1,440	1,055	.....

## CUSTOMS DUTIES AND LANDING CHARGES

Total import duties on paper and paper products in Netherlands India are 18 per cent. Landing charges are usually estimated at about \$3 per ton weight or measurement.

## SHIPPING

Due to the lack of a direct shipping service, it is almost impossible for the Dominion to meet continental competition in shipments to Siam. In so far as



British Malaya and Netherlands India are concerned, however, Canadian paper manufacturers, especially those located in British Columbia, should be able to secure a larger share of this market than they have been able to do in the past. With a direct steamship service from Vancouver to this territory, and freight rates considered to be competitive with, and some times lower than, rates from the Continent, Canadian prices should not be out of line. The difficulty, of course, is that the continent of Europe makes a lower grade of paper in the majority of lines than is commonly manufactured in Canada, and it is this lower quality of paper which is chiefly in demand. Shippers in Eastern Canada are at a serious disadvantage from the start by reason of freight rates. Less than carload shipments going via New York are subject to a heavy inland freight, and if shipment is made via a Canadian port, transshipment is necessary usually in England; and this is not desirable if it can be avoided. The freight rate is also likely to be higher than a through rate quoted from the continent of Europe for a similar cargo. It is hoped in the very near future to have a direct service to this territory from Halifax. If and when this is secured, Canadian factories located in Eastern Canada will automatically be placed in a better position to compete in this market.

## MARKET FOR LEATHER IN JAPAN

A. KEITH DOULL, ASSISTANT TRADE COMMISSIONER

[NOTE.—1 yen equals 0.4985 Canadian dollar at par; 100 kin equals 132 pounds]

Tokyo, June 1, 1932.—During the past ten years there has been a marked development in the demand for leather and its products in Japan, due largely to the fact that foreign-style clothing is becoming increasingly worn by the Japanese, especially by men; ladies' leather shoes, for example, have only a small market in this country. The army and the navy are shod in leather, and business men and students of both sexes wear leather shoes. In the larger cities the foreign-style shoe, which before the Great War was little to be seen, may now be said to be as common as the *ghetta* (Japanese wooden shoe): Stock-raising has never developed to any great extent in Japan; the greater part of the hide and leather supplies is imported. In the last few years, however, a great advance has been made in the leather industry, and hides and skins are now imported in place of the finished leather products. Domestic leather production in 1930 (the last year for which figures are available) was valued at 25,660,000 yen, and imports at 4,989,212 yen.

### PRODUCTION

According to the *Oriental Economist Year Book, 1932*, the production of leather and leather manufactures during 1929 and 1930 was as follows:—

<i>Leather</i>		1930	1929
		Yen	Yen
Cow leather . . . . .		21,791,000	21,244,000
Horse leather . . . . .		2,766,000	1,868,000
Other . . . . .		1,109,000	1,264,000
Total . . . . .		25,666,000	24,376,000
<i>Leather Manufactures</i>		1930	1929
		Yen	Yen
Footwear . . . . .		20,095,000	21,115,000
Trunk . . . . .		1,355,000	1,466,000
Harness . . . . .		1,353,000	1,960,000
Belts . . . . .		4,675,000	5,000,000
Bags . . . . .		1,372,000	1,362,000
Total . . . . .		28,850,000	30,903,000

## IMPORTS

In 1931 leather imports were valued at 4,347,562 yen, of which amount the United States is credited with 969,541 kin (1,468,663 yen), British India with 894,438 kin (1,761,162 yen), Great Britain with 406,748 yen, and Germany with 583,089 yen. Imports of hides and skins in 1931 amounted to 268,059 kin valued at 7,260,435 yen, China and the United States together supplying over 75 per cent of the total. Great Britain, Canada, Australia, and British India are other sources of supply. In 1928, Canada shipped hides to Japan valued at over 600,000 yen, but in 1931 her exports dropped in value to approximately 100,000 yen. As most of the hides from North America are shipped by large United States packing houses who have branch factories in the Dominion, Canada's share of the trade follows closely demand and supply in the United States. In the export of leather to Japan, Canadian firms met with little success, due to considerations of type and price. According to Canadian statistics, total leather shipments from the Dominion to Japan between 1927 and 1931—almost entirely sole leather—were valued at less than \$80,000; over 80 per cent of this amount is credited to 1930. Imports of upper leather have shown but a slight decrease during the past five or six years, as Japan is still largely dependent on foreign purchases to keep her boot and shoe industries adequately supplied, the domestic output being as yet insufficient to meet the demand. The United States and Germany are the chief sources of supply. Great Britain and Australia are credited with small quantities, British India ships the cheaper grades, and small orders have been filled from Canada from time to time. During the last six years the total value of Canadian uppers shipped to Japan has been less than \$5,000. Medium and light medium weights are greatest in demand, in large-sized skins. A soft pliable tan is chiefly desired, although the "boarded" surface is still in use. Upper leather is chiefly required for men's shoes; the light weight uppers are not much in demand.

Domestic upper leathers are sold at prices ranging from 25 sen to 45 sen per tsubo (1 square foot), and imported leathers wholesale at from 70 sen to 1.20 yen per tsubo for the best grades and from 45 sen to 70 sen for the average grades. United States upper leather is quoted at 25 cents f.o.b. Boston per square foot; freight amounts to approximately \$16 per ton (2,000 pounds) from Boston to Japanese ports.

The tariff on upper leather, which has been 145 yen per 100 kin for some years past, has recently been subjected to a further ad valorem duty of 35 per cent, which became effective June 16.

## SOLE LEATHER

The production of sole leather in Japan in 1930 amounted to 204,986 pieces valued at 7,569,092 yen (one piece equals approximately 26 pounds), or 70 per cent of the total consumption.

Imports of sole leather in 1931 amounted to 730,838 kin valued at 623,129 yen as compared with 502,459 kin valued at 592,332 yen in 1930. The United States supplied over 85 per cent of these imports in both years, and Great Britain 10 per cent. Germany, Belgium, Australia, and Canada were other sources of supply. Japanese sole leather is sold at 120 yen per 100 kin; the imported product averages about 20 yen per 100 kin higher.

Sole leather of back, bead, butt, strips and cut in sole size is dutiable at 27.10 yen per 100 kin plus an ad valorem duty of 35 per cent. Other sole leathers are dutiable at 15.10 yen plus 35 per cent ad valorem, and others at 20 per cent ad valorem only, according to the grades.



## PATENT OR LACQUERED LEATHER

There is a limited market for patent or lacquered leather in Japan; domestic production is of very recent date. Patent leather is not considered to be serviceable in this market, and it is used almost entirely in the making of belts, purses, and peaks for caps; and it is dutiable under the luxury tariff of 100 per cent ad valorem. The United States, Holland, and Germany are the chief sources of supply, prices ranging from 1.20 yen to 1.90 yen per square foot; the domestic price range is from 90 sen to 1 yen. Canadian prices have been non-competitive. The largest demand is for patent sides, followed by patent goat and kid and patent horse and colt. With domestic production already established importations will undoubtedly fall off, except for the high quality product. Imports of patent leather in 1931 amounted to 35,420 kin valued at 131,253 yen as compared with 29,018 kin valued at 115,298 yen in 1930. In 1931 imports from the United States were valued at 98,623 yen, from Holland at 14,525 yen, from Germany at 11,068 yen, and from Great Britain at 4,032 yen. Imports of lacquered leather for the first five months of 1932 amounted to 11,975 kin valued at 57,850 yen as compared with 13,719 kin valued at 51,522 yen in 1931.

## DYED OR COLOURED LEATHER

About 70 per cent of these imports are of upper leather, used for the manufacture of shoes, the remainder for making bags. Imports of dyed or coloured leather in 1931 amounted to 194,697 kin valued at 1,333,872 yen—a slight increase in quantity but a decrease in value when compared with 1930. Imports for the first five months of 1932 amounted to 81,705 kin valued at 606,795 yen—an increase in both quantity and value when compared with the similar period of 1931. Most of the imported dyed and coloured leather comes from the United States and Germany, with Great Britain, France, Holland, and Italy supplying small amounts.

## SWEAT LEATHER FOR HATS

As Japan is a large manufacturer and exporter of hats, there is naturally a considerable market for sweat-band leather, which is met almost entirely by domestic manufacturers, in 1931 amounting to 7,190 kin valued at 41,079 yen as compared with 13,957 kin valued at 107,086 yen in 1929. Imports for the first five months of 1932 amounted to 3,260 kin valued at 24,162 yen. The largest share of these imports comes from England, followed closely by the United States. Sweat-band leather is quoted at from 10 cents to 11 cents per square foot f.o.b. New York.

## ROLLER LEATHER

Imports of roller leather—a light-coloured sheepskin made specially for use by spinning machines in the textile industry—have been falling steadily and were valued at only 35,224 yen in 1931. During the first five months of 1932, however, imports have been larger than for the whole of 1931, and were valued at 43,146 yen, due to the fact that buyers have purchased heavily in anticipation of further declines in yen quotations.

## LEATHER BELTS FOR MACHINERY

The demand for leather belts for machinery has been declining annually, owing to the increasing use of electric power and of belts of rubber composition. There are several manufacturers of good leather beltings in Japan, but small quantities are imported annually from France, Germany, and the United States. Imports of belts and hose for machinery were valued at only 36,520 yen in 1931, and for the first five months of 1932 at 16,660 yen.





According to the latest information, there are 428,613 rabbit farms in Japan having a total of 1,951,951 rabbits. This industry is of recent origin, dating only from about 1929. There are two species of Angora rabbits raised in Japan, British and French. The former type is known as the Royal Angora. This is the better looking of the two and has a finer grade of wool, but it is weaker and smaller in size. There were fairly large imports of rabbits into Japan following the establishment of the industry, and a considerable number were shipped from Canada. During the past six or eight months, however, depressed conditions and official discouragement have halted business. The last prices realized were about \$25 per pair c.i.f. Japan for Angoras six to nine months old.

The number of mink farms in Japan at the present time is stated to be 362 with 6,870 animals. The only mink imported into Japan have come through the agency of the Department of Agriculture and Forestry. These mink came from Quebec and have not been found to be as good breeders as the domestic animals. Recently a British Columbia breeder sent out a sample male mink. It is impossible at present, however, to interest any Japanese firms or breeders in purchasing Canadian mink.

There are 26 farms in Japan on which badgers are raised. The total number of animals, however, only totals 302. The majority of these farms are in Honshiu. There is no demand for imported badgers.

Sables are raised principally in Karafuto, but for the whole of Japan there are only ten farms, with at the present time twenty-three animals. There are no imports.

#### EXPORTS

The exportation of furs during the years 1931, 1930 and 1929 were valued at 1,633,479 yen, 2,257,994 yen, and 3,656,623 yen respectively. Exports have thus shown considerable decrease in value. While lower prices are to some extent responsible, the quantity has also decreased considerably. The chief destination of Japanese furs is the United States. Small quantities are, however, exported to Great Britain, Germany, and Australia.

The chief furs exported are badger, fox, weasel, rabbit, and sable. Due to the reimposition of the gold embargo in December, the quotations on these furs have fluctuated considerably. Prices differ also according to different qualities. One exporter, however, is quoting approximately as follows: Badger, best quality, at 14 yen, with poorer quality as low as 8 yen; red fox, best quality, 15 yen, while poorer furs are as low as 5 yen; weasel, best quality, 3 yen, and poor quality as low as 60 sen; rabbit, best quality, 65 sen, and others as low as 10 sen; sable, best quality, 17 yen, and as low as 13 yen for average quality.

#### IMPORTS

Furs are considered a luxury in Japan and are therefore subject to a duty of 100 per cent. In spite of this, however, there are considerable importations. For the years 1931 and 1930 they amounted to 188,497 yen and 93,118 yen respectively. These furs are imported from China, Russia, Turkey, the Argentine, France, Chile, Canada, the United States, and India. While there are no statistics as to the kinds of furs imported, they are said to consist principally of otter, beaver and fox (mostly silver fox). Otter and beaver are imported from Argentina, Canada, the United States, Europe, and India. Silver fox furs are imported chiefly from Canada, Russia, and the United States. The prices quoted on imports also vary, but one firm is prepared to pay from 10 yen to 30 yen for otter skins, 25 yen for beaver, and 120 yen for silver fox. These prices to be c.i.f. Japan.

## TRADE OF SOUTH AFRICA IN 1931

J. L. MUTTER, ASSISTANT TRADE COMMISSIONER

Cape Town, July 6, 1932.—The total trade of the Union of South Africa for the year 1931 amounted to £124,758,449 as compared with £147,919,232 in 1930 and £181,184,620 in 1929. Imports, exclusive of goods in transit, totalled £53,015,058 and exports £71,743,391, as compared with £64,579,696 and £83,339,536 respectively in 1930. In the appended table the 1931 returns are compared with those of the previous year:—

<i>Imports</i>		
	1931	1930
Merchandise—	1931	1930
From overseas . . . . .	£48,283,651	£57,930,747
From other states in British South Africa—		
South African produce . . . . .	1,632,152	1,993,087
Imported goods re-exported . . . . .	360,614	263,511
Government stores . . . . .	2,668,758	4,371,159
Specie—		
From overseas . . . . .	17,910	3,120
From other states in British South Africa . .	51,973	18,072
Total . . . . .	£53,015,058	£64,579,696
In transit—		
To other states from overseas . . . . .	£ 1,221,119	£ 1,780,591
To countries overseas . . . . .	1,617,266	2,450,422
Freight and insurance . . . . .	4,202,687	5,317,402
<i>Exports</i>		
Merchandise—		
To overseas—		
South African produce . . . . .	£57,780,700	£65,847,020
Imported goods re-exported . . . . .	725,369	958,795
To other states in British South Africa—		
South African produce . . . . .	2,549,321	2,083,534
Imported goods re-exported . . . . .	2,422,264	2,354,397
Bunker coal* . . . . .	967,806	1,441,274
Other ships' stores . . . . .	139,182	188,731
Specie—		
To overseas . . . . .	6,927,349	10,402,928
To other states in British South Africa . . .	231,400	62,857
Total . . . . .	£71,743,391	£83,339,536
In transit—		
To other states from overseas . . . . .	£ 1,221,119	£ 1,780,591
To countries overseas . . . . .	1,617,266	2,450,422

\* Exclusive of ships' stores taken by South African vessels.

All statistics quoted in this report have been excerpted from the twenty-sixth annual statement of the Trade and Shipping of the Union of South Africa, and in this connection, with reference to import figures, it should be noted that the values of all merchandise imported and invoiced in British sterling since September 21, 1931—the date on which Great Britain abandoned the gold standard—have been converted into Union currency at the rate of exchange ruling at the time of shipment. For general purposes, the rate which prevailed during the last three months of the year under review may be taken at approximately 27½ per cent.

According to the foregoing table, the balance of trade for the year in favour of the Union was £18,728,333 as compared with £18,759,840 in 1930. It is estimated by the Government Statistician that the former figure is an understatement of the position by at least £500,000, since in the case of imports subject to an ad valorem rate of duty the values as declared by importers for customs purposes are on the basis of home consumption values, and not on the f.o.b.



price paid by the importers as in the case of rated goods. While in the majority of cases these values are more or less the same, there are numerous instances in which the f.o.b. price actually paid by the importer is appreciably less than the declared value for customs purposes. On the other hand, the above-mentioned balance does not take into consideration various appreciable invisible imports such as overseas borrowings, dividends, expenditures abroad of South Africans overseas, payments for banking services, etc.

### Exports

The total value of South African produce, exclusive of specie, exported overseas during 1931 was £57,780,700 as against £65,847,020 in 1930, a decrease of £8,066,320. Gold specie exports amounted to £6,920,349, or £3,452,579 less than in the previous year. The principal commodities exported, other than foodstuffs and potable spirits, are shown in the following table:—

	1931		1930	
	Quantity	Value	Quantity	Value
Angora hair . . . . .lb.	5,442,883	£ 229,061	6,873,656	£ 295,300
Hides and skins, ox and cow . . .lb.	21,978,404	393,436	33,185,060	759,226
Goatskins . . . . .lb.	3,017,142	81,621	6,768,847	307,007
Sheepskins . . . . .lb.	31,871,910	655,334	37,704,298	1,047,982
Wool . . . . .lb.	236,648,924	5,700,673	275,024,421	8,644,490
Wattle bark and extract . . . .lb.	173,082,547	664,019	198,819,997	861,894
Foodstuffs for animals . . . .lb.	89,991,178	154,825	137,354,378	298,478
Cotton, raw . . . . .lb.	3,126,322	60,122	6,276,875	187,877
Tin concentrates . . . . .ton	718	71,714	1,389	174,213
Copper bar and blister . . . .cental	198,851	451,024	153,920	528,169
Gold produce of Union . . . .fine oz.	8,941,259	37,980,055	8,448,595	35,887,246
Platinum . . . . .oz.	38,021	222,656	41,132	311,816
Asbestos, raw . . . . .lb.	30,297,250	251,803	24,093,999	255,496
Coal, cargo . . . . .ton	1,049,151	496,266	1,405,328	698,004
Diamonds, rough and uncut, met. carat	1,725,185	2,744,150	1,526,398	4,057,638
Diamonds, cut and polished, met. carat	43,553	829,350	49,764	1,423,574
Whale oil . . . . .gals.	615,586	32,240	5,072,934	385,360
Other articles of merchandise . . . .	.....	1,766,709	.....	2,138,466
Total . . . . .	.....	£52,785,058	.....	£58,262,236

Decreases in the value of exports of wool (£2,943,800), diamonds (£1,907,700), and hides and skins (£983,800) are principally responsible for the shortfall of £5,477,178. Gold bullion exports recorded an increase of £2,092,800 over 1930.

Articles of foodstuffs exported overseas and to other states in British South Africa during 1931 totalled in value £5,775,810 as compared with £8,254,565 in 1930. The decrease of £2,606,935 in exports overseas (as shown in the following summary) is mainly due to a decline in shipments of maize and maize meal.

South African produce—	1931	1930
To overseas . . . . .	£4,867,369	£7,474,304
To other states in British South Africa . . . .	755,711	607,291
Imported goods re-exported—		
To overseas . . . . .	21,126	39,175
To other states in British South Africa . . . .	131,604	133,795
Total . . . . .	£5,775,810	£8,254,565

### GOLD

The total value of the gold production of the Union for 1931, calculated at £4·24773 per fine ounce, was £46,205,860 compared to £45,520,163 in 1930.

	Gold Bullion	
	Production	Exports
	Fine Ozs.	Fine Ozs.
1931 . . . . .	10,877,777	8,941,259
1930 . . . . .	10,716,351	8,448,595

For purposes of comparison with previous years there should be added, to the totals of gold bullion exported, exports of gold coin minted in the Union valued at £6,920,349 in 1931 (1,629,188 fine ounces) and £10,372,928 in 1930 (2,441,993 fine ounces). Shipments of gold bullion during 1931 amounted to £37,980,085, all of which were consigned to the United Kingdom. Exports of gold specie of South African minting fell from £10,372,928 to £6,920,349 in 1931, the principal countries of destination being: United Kingdom, £6,237,511; Portuguese East Africa, £317,358; and India, £274,900.

## DIAMONDS

Exports of rough and uncut stones show an increase in quantity of 198,787 metric carats, but a decreased value of £1,313,488, the average price having fallen from £2 13s. 2d. in 1930 to £1 11s. 10d. per carat in 1931. Exports of cut and polished stones fell by 6,211 metric carats in quantity and by £594,224 in value. The average price fell from £28 11s. 8d. in 1930 to £19 0s. 10d. in 1931.

## WOOL

This is the most important of the Union's agricultural export commodities. Shipments during 1931 totalled 236,648,924 pounds, or 38,375,497 pounds less than in 1930. The decrease in value (£2,943,817) was disproportionate and was due to the further decline in prices—5·2d. per pound for grease wool as against 7·4d. in 1930, and 10·6d. per pound as compared with 15·3d. in the previous year for scoured wool.

## HIDES AND SKINS

Exports of hides and skins during 1931 totalled 56,867,456 pounds valued at £1,130,391, or a decrease in quantity of 20,790,749 pounds and a decline in value of £983,824 compared with the 1930 returns. Figures showing the trend of average prices over the past three years are appended:—

	Price per Lb.		
	1929	1930	1931
Ox and cow hides . . . . .	8.3d.	5.5d.	4.3d.
Sheep skins . . . . .	10.7d.	6.7d.	4.9d.
Goat skins . . . . .	13.5d.	10.9d.	6.5d.

## COAL

The total coal production of the Union during 1931 amounted to 11,994,578 tons as compared with 15,721,592 tons during 1930. The quantities of cargo coal shipped during the same periods were respectively 1,049,151 tons (£496,266) and 1,405,328 tons (£698,004). Exports of bunker coal also show a decrease—1,016,274 tons as against 1,463,529 in 1930.

## OTHER EXPORTS

Shipments of Angora hair (mohair) declined from 6,873,656 pounds (£295,300) in 1930 to 5,442,883 pounds (£229,061). The average price per pound realized fell to 10·1d. from 10·3d. in 1930 and 15·4d. in 1929. The export figures for raw cotton show shipments totalling 3,126,322 pounds valued at £60,122, or 3,150,643 pounds less in quantity and £127,755 less in value than in 1930. The average prices obtained for the years 1931, 1930, and 1929 were 4·6d., 7·2d., and 9·9d. respectively.

Exports of wattle bark were less by 25,319,593 pounds (£154,208) than those of 1930, and the average price per ton declined from £6 15s. 5d. to £5 15s. 8d. Shipments of wattle extract were down by 417,947 pounds (£43,667 as compared with 1930, and here again substantial declines were registered in the price realized—£15 3s. 8d. as against £17 9s. 9d. in 1930.



## DESTINATION OF EXPORTS

Although the United Kingdom's share of the trade fell from 51·2 per cent in 1930 to 49·3 per cent in 1931, she still remains the Union's best customer, taking £9,268,686 worth of South African produce (exclusive of gold and specie) out of the total export of £18,818,527. The direction of overseas exports is indicated in the appended table:—

	1931		1930	
	£	Per Cent	£	Per Cent
United Kingdom . . . . .	9,268,686	49.3	14,742,491	51.2
Canada . . . . .	822,613	4.4	479,244	1.6
India . . . . .	143,040	0.8	279,288	1.0
Ceylon . . . . .	101,856	0.5	144,928	0.5
Australia . . . . .	33,279	0.2	106,949	0.4
New Zealand . . . . .	43,165	0.2	76,795	0.3
Straits Settlements . . . . .	101,729	0.5	203,920	0.7
Other British possessions . . . . .	265,208	1.4	364,523	1.3
Foreign countries . . . . .	8,038,951	42.7	12,365,004	43.0
Total . . . . .	18,818,527	100.0	28,763,142	100.0

Sales to other parts of the British Empire advanced by 2·2 per cent, an increase for which larger purchases by Canada are responsible, while shipments to foreign countries declined by 0·3 per cent. Particulars of the principal commodities concerned, with countries of destination, are as follows—of grease wool shipped, the United Kingdom took 65,465,675 pounds valued at £1,671,689 in 1931 as against 107,754,072 pounds valued at £3,385,397 in the previous year, while European countries purchased between them 162,348,718 pounds valued at £3,686,777 as compared with 156,877,388 pounds valued at £4,676,408 in 1930. Shipments of sheep skins to the United Kingdom in 1931 were valued at £151,063 as against £284,038 in 1930, while continental countries absorbed £201,174 and £470,038 of the total shipped for the corresponding periods.

As in former years, the bulk (69·1 per cent) of the Union's exports of food-stuffs, viz.—fruits (fresh, dried and preserved), butter, maize meal, eggs and sugar went to the United Kingdom, as compared with 68·8 per cent in 1930.

Of the other parts of the British Empire trading with the Union, Canada, India, Ceylon, and the Straits Settlements respectively were the best customers. Canada's principal purchases were sugar (£463,046) and maize (£313,757). To India the principal exports were coal (£17,655), bar silver (£32,083), and wattle bark (£64,064). Ceylon's chief purchases were coal (£82,240), whale guano, and meat meal (£19,349). The Straits Settlements took tin concentrates valued at £54,909 and coal to the value of £45,551.

Purchases by foreign countries dropped from £12,366,135 in 1930 to £8,038,951 in 1931. The proportion of total exports (exclusive of gold bullion and specie) taken by each of the principal foreign customers is as follows: France, 12·1 per cent; Germany, 7·9 per cent; Belgium, 7·8 per cent; United States, 4·1 per cent; Italy, 3·4 per cent; and Holland, 3·0 per cent. As in 1930, France was the Union's best foreign customer, taking produce valued at £2,269,828 compared with £3,156,164 in the previous year. The principal items concerned (with corresponding figures for 1930 in parentheses) were wool in the grease, £1,659,285 (£1,986,769); ox and cow hides, £51,050 (£74,848); sheep skins, £130,608 (£369,343); maize, £10,093 (£205,184); crayfish, £187,250 (£205,929); and beef, £48,176 (£87,963).

Germany's imports of South African produce during 1931 were valued at £1,485,470 as compared with £2,204,043 in 1930. Her principal purchases were wool in the grease, £1,116,620 (£1,444,592 in 1930); scoured wool, £60,163 (£54,947); hides, £93,214 (£135,548); wattle bark, £55,209 (£74,728); wattle extract, £59,829 (£87,936); hominy chop, £719 (£72,499); maize, £5,445 (£118,281); and whale oil, nil (£83,850).

Shipments to Belgium fell from £2,536,623 to £1,475,451 in 1931. The principal exports, with values for 1930 in parentheses, were grease wool, £451,567 (£583,768); hides, £48,842 (£90,829); wattle bark and extract, £24,918 (£112,194); maize, £1,707 (£125,694); and diamonds, £872,794 (£1,526,940).

Exports to Holland totalled £555,999 as compared with £1,337,613 in 1930, while shipments to the United States and to Italy also declined heavily, from £1,201,943 in 1930 to £767,818 in the case of the former, and from £949,413 to £648,115 in the case of Italy.

CANADA'S SHARE

A striking feature of the year's returns is the great increase in Canada's purchases from the Union. The figure of £479,244 in 1930 was by far the highest figure on record for this trade, but in the report covering that period it was suggested that under the strong inducement of the substantial tariff preference granted by Canada on Empire-grown maize and citrus fruits, a substantial increase in exports to Canada might be anticipated, and so it has proved. South Africa's exports to Canada in 1931 were valued at £822,613, or nearly double the previous year's total. The following summary compares the principal exports to Canada for 1930 and 1931:—

	1931	1930
Sugar . . . . .	£463,046	£318,821
Maize . . . . .	313,757	114,476
Wool (scoured) . . . . .	10,940	16,292
Citrus fruits . . . . .	4,958	1,850
Tinned pineapple . . . . .	3,131	15,723
Dried fruits . . . . .	5,526	5,276
Goat skins . . . . .	650	1,100
All other commodities . . . . .	20,605	6,296
Total . . . . .	£822,613	£479,774

Of the 1931 total "all other commodities," approximately half was comprised of deciduous fruits (£3,765); wines (£1,725); manganese ore (£1,933); and whale guano (£1,813).

In addition to the above figures, which are concerned only with direct shipments from South Africa, there are numerous instances in which produce originating in the Union reaches Canada by way of the United Kingdom. There are, however, no statistics available from which it would be possible to estimate the value of this trade.

TRADE OF GRENADA IN 1931

WM. FREDERICK BULL, ACTING TRADE COMMISSIONER

Port of Spain, July 23, 1932.—Grenada, the largest producer of spices in the British West Indies, is the most southerly of the three larger Windward Islands and only 90 miles north of Trinidad. This island, the seat of government for the Colony of the Windward Islands, has an area of 120 square miles and a population of 76,967 (estimated December 31, 1930), 95 per cent of which are members of the negro race. The island depends almost entirely on agriculture, and as it is largely mountainous, sugar, the chief crop in most of this trade territory, is not grown. The soil and general contour of the land is suitable for orchard crops; cocoa, nutmegs, mace, citrus fruits, and coconuts are the principal products exported. In the islands depending on the production of sugar it is usual to have large estates, in many cases owned and controlled in England; in Grenada, however, there are few absentee owners, the bulk of the land being owned and worked by peasant proprietors and divided into farms of less than five acres each. This is in no small way responsible for the sound financial condition of Grenada as the money received from the sale of produce is spent



in the colony and goes to swell the customs revenue, the chief source of government income.

#### TOTAL TRADE AND SHIPPING

The total trade of Grenada has been steadily falling in value since 1928—when the trade of this island amounted to £861,013; in 1931 the total was £550,878. This is largely due to the decreased value of the chief export—raw cocoa—and the lower prices charged for the commodities imported. The quantities produced, exported, and imported have remained practically stationary. Exports in 1931 were valued at £281,260 and imports at £269,618, resulting in a favourable balance of trade for the fourth consecutive year. Due to several unusual expenditures on colonial development work and other services, and to a decreased return from customs revenue, the expenditures for the past year of £195,183 exceeded the total revenue of £141,739 by £53,444. The public debt stood at £256,633 on December 31, 1931, against which a sinking fund of £95,477 was carried.

Grenada is a regular port of call for the Canadian National Steamships' "Lady" boat service, the direct summer service of the Canadian National from Montreal, and the Ocean Dominion Steamship Company's Canadian service. Direct service is also maintained between New York and Boston and the Continent. However, much of the United Kingdom and continental freight is transhipped at Trinidad or Barbados for Grenada.

#### IMPORTS

The following table illustrates the fall in the import trade of Grenada in the past four years and the percentage of this trade obtained by the three leading sources of supply, the United Kingdom, Canada, and the United States. It will be noted that Canada's share in these imports remained at approximately 22.5 per cent during 1928, 1929, 1930, but fell to 20.5 per cent in 1931. The total value of imports in 1931 were 36 per cent under the total for 1928. During this four-year period imports from Canada fell by £39,972 or 42 per cent, due largely to the decreased cost of two staple commodities, flour and dried fish.

Countries of Origin	1928		1929		1930		1931	
	£	Per Cent	£	Per Cent	£	Per Cent	£	Per Cent
United Kingdom . . . . .	159,085	37.4	135,849	34.3	117,716	33.5	106,933	39.5
Canada . . . . .	95,603	22.5	90,360	22.8	77,094	22.0	55,631	20.5
Other parts of the Empire	69,299	16.3	71,858	18.1	67,823	19.5	51,490	19.0
United States . . . . .	72,151	17.0	71,451	18.0	59,446	17.0	36,245	13.5
Other countries . . . . .	29,041	6.8	26,923	6.8	26,472	8.0	19,319	7.5
Total . . . . .	425,179	100.0	396,441	100.0	348,551	100.0	269,618	100.0

From the above figures it will be seen that more than 75 per cent of all the products imported into Grenada originate in the British Empire. Trinidad, British Guiana, Barbados, and the neighbouring islands supply the bulk of the imports under the head of "other parts of the Empire." Some of this is re-exports, but the most of it is made up of local products such as rice, sugar, oil, and sweet potatoes.

#### IMPORTS BY COMMODITIES

The following statistics list the more important commodities imported into Grenada during the year 1931. The total importation for 1930 is given in parentheses and the abbreviations U.K. for the United Kingdom and U.S. for the United States are used throughout:—

*Apparel.*—Total, £4,002 (£4,521): U.K., £1,677; Japan, £346; Canada, £38.

*Beer and Ale.*—Total, £1,589 (£2,177): U.K., £1,319; Germany, £764; Holland, £69.

*Biscuits, Unsweetened.*—Total, £2,187 (£4,203): Barbados, £1,044; Canada, £735; Trinidad, £354.

*Boots and Shoes.*—Total, £6,433 (£7,412): U.K., £3,904; Canada, £1,313; U.S., £326; Straits Settlements, £38.

- Brooms and Brushes.*—Total, £389 (£442): U.K., £194; Canada, £120.  
*Butter.*—Total, £2,831 (£4,156): Canada, £1,412; France, £666; Australia, £326; Denmark, £182; U.K., £153.  
*Butter Substitutes.*—Total, £3,303 (£3,999): Holland, £2,586; U.S., £285; U.K., £194.  
*Motor Cars.*—Total, £2,353 (£7,362): Canada, £1,342; U.K., £949.  
*Motor Car Parts.*—Total, £1,259 (£5,695): U.S., £992; U.K., £250; Canada, £15.  
*Tires.*—Total, £2,594 (included in motor car parts): Canada, £1,703; U.K., £705; U.S., £162.  
*Cement.*—Total, £5,414 (£3,901): U.K., £4,714; Canada, £445; Belgium, £189.  
*Cheese.*—Total, £570 (£1,197): Canada, £546; U.K., £20.  
*Confectionery.*—Total, £897 (£1,626): U.K., £709; Canada, £89.  
*Cotton Piece Goods.*—Total, £20,371 (£25,812): U.K., £11,412; U.S., £7,290; Japan, £935; Holland, £417.  
*Electrical Goods.*—Total, £3,199 (£2,446): U.K., £2,273; U.S., £895.  
*Fish, Canned.*—Total, £418 (£1,120): Canada, £291; Siberia, £44; U.K., £32.  
*Fish, Dried.*—Total, £10,765 (£13,991): Newfoundland, £6,389; Canada, £3,950.  
*Oats.*—Total, £949 (£1,728): Canada, £803; Russia, £113.  
*Flour.*—Total, £30,168 (£41,999): Canada, £29,634; U.K., £524; Australia, £10.  
*Pulse, Peas, Beans, etc.*—Total, £1,247 (£1,146): U.K., £871; Trinidad, £297.  
*Haberdashery.*—Total, £1,058 (£1,662): U.K., £627; France, £161; U.S., £51.  
*Hardware.*—Total, £3,990 (£5,810): U.K., £2,954; Germany, £382; U.S., £348.  
*Lard Substitute.*—Total, £3,692 (£4,383): U.K., £3,583; Trinidad, £27.  
*Machinery, All Kinds.*—Total, £7,762 (£3,845): U.K., £7,390; U.S., £342.  
*Manures.*—Total, £1,490 (£3,628): U.S., £599; U.K., £576; Dutch West Indies, £315.  
*Meats, Pickled.*—Total, £2,253 (£3,590): U.S., £1,112; U.K., £854; Canada, £198.  
*Meats, Smoked, etc.*—Total, £1,144 (£2,067): U.K., £569; Canada, £283; U.S., £201.  
*Medicines.*—Total, £3,057 (£4,016): U.K., £1,991; U.S., £651; Canada, £261.  
*Metals, Iron and Steel.*—Total, £1,799 (£2,168): U.K., £1,289; Canada, £370.  
*Metals, Other.*—Total, £5,403 (£5,826): U.K., £5,238; U.S., £86.  
*Milk, Condensed.*—Total, £1,675 (£1,512): Canada, £1,104; Denmark, £242; Holland, £179; U.K., £139.  
*Edible Oil.*—Total, £2,913 (£3,666): U.K., £1,564; France, £867; Trinidad, £258.  
*Illuminating Oil.*—Total, £5,354 (£5,849): U.S., £3,519; Trinidad, £1,430; Canada, £405.  
*Paints, Colours, etc.*—Total, £937 (£1,501): U.K., £748; U.S., £166.  
*Paper.*—Total, £2,835 (£3,069): U.K., £1,248; U.S., £911; Holland, £289; Sweden, £152; Canada, £86.  
*Provisions, Unenumerated.*—Total, £1,137 (£1,305): U.K., £692; U.S., £263; Canada, £64.  
*Silk Manufactures.*—Total, £1,173 (£1,571): U.K., £334; Japan, £325; France, £279.  
*Soap, Common.*—Total, £6,269 (£6,633): U.K., £5,654; Holland, £248; Trinidad, £266; U.S., £59.  
*Stationery.*—Total, £1,929 (£2,286): U.K., £1,678; U.S., £114.  
*Sugar, Refined.*—Total, £5,310 (£4,523): Canada, £3,448; U.K., £1,862.  
*Tobacco, Unmanufactured.*—Total, £1,686 (£1,788): U.S., £1,686.  
*Potatoes.*—Total, £562 (£689): Canada, £301.  
*Onions.*—Total, £1,058 (£1,281): Madeira, £664; Holland, £151; Trinidad, £105.  
*Lumber.*—Total, £9,320 (£15,946): U.S., £5,095; Canada, £4,182.  
*Shooks, etc.*—Total, £292 (£437): Trinidad, £68; U.K., £60; Canada, £54.  
*Furniture.*—Total, £663 (£1,863): Trinidad, £215; U.K., £92; Barbados, £67.  
*Wood, Manufactured.*—Total, £306 (£495): U.K., £122; U.S., £71; Canada, £51.  
*Manufactured Articles, Unenumerated.*—Total, £3,704 (£4,110): U.K., £2,061; U.S., £1,071; Germany, £226; Canada, £67.

## EXPORTS

The total exports for the year amounted to £281,260, a decrease of £75,500 from the figure for the previous year, £356,760. As has been mentioned above, this reduction was largely due to the extremely low prices obtained for raw cocoa, the leading export commodity. The United Kingdom continued to be the best customer for Grenada's exports, and took 58 per cent of the total for 1931. Although the value of exports to the United Kingdom fell from £164,706 in 1930 to £162,729 in 1931, the volume increased. The United States, due to large purchases of cocoa, nutmegs, and lime oil, remained the second best customer, taking 27 per cent of the total valued at £75,272; this is a decrease of more than 25 per cent from the 1930 figure of £109,355. These islands are steadily losing their trade with the United States and increasing their trade with the Empire.



As Grenada does not produce sugar, the most important commodity in Canada's imports from this territory as a whole, the Dominion's share in the exports of Grenada was very small. In 1931 Canada took products valued at £22,622, a decrease of over 60 per cent on the total for 1930 of £58,266, and was due almost entirely to decreased imports of raw cocoa, which fell from £49,164 in 1930 to £16,755 in 1931, and of nutmegs, which fell from £6,603 to £3,840 in the same period. Canada took only 8 per cent of the exports from Grenada in 1931 as compared with 14 per cent from Trinidad and 43 per cent from British Guiana, and 78 per cent from Barbados in 1930.

Some 84 per cent of the exports from Grenada in 1931 were made up of the following four products: cocoa, £153,923; nutmegs, £54,808; mace, £28,864; and lime oil, £9,269. At present an effort is being made to build up a citrus fruit trade with Canada, and exporters are also trying to develop the direct sale to Canadian chocolate manufacturers of Grenada cocoa beans, which at present are largely sold through New York.

#### TRADE WITH CANADA

As shown earlier in this report, the total value of imports into this colony from Canada fell from £77,094 in 1930 to £55,631 in 1931. This decrease of £21,463 is largely due to the decreased value of Canada's flour exports, which fell from £41,655 in 1930 to £29,634 in 1931; the reduction in volume was small. Imports of lumber, refined sugar, dried fish, and motor cars were also lower than in previous years; imports of oats and condensed milk increased. Imports from Canada are largely confined to the following nine commodities: flour, £29,634 in 1931; lumber, £4,182; dried fish, £3,950; refined sugar, £3,448; automobile tires, £1,708; butter, £1,412; motor cars, £1,342; boots and shoes, £1,313; condensed milk, £1,104.

In the past, Canadian exporters and traders visiting this territory have been accustomed, with few exceptions, to work the smaller islands during the short stay of the boat on the southbound and the northbound trips. This is usually necessary as the average traveller's time is definitely limited, and he prefers to concentrate on the three larger markets of Barbados, Trinidad, and British Guiana, especially as the amount of business available in Grenada, the next largest market to the three mentioned above, is not as a rule sufficient to warrant the necessary lay-over to the next boat. However, a traveller handling several different lines will find a stop-over in Grenada profitable as the local merchants are not constantly being offered competitive merchandise as is the case in the larger islands.

There are very few commission agents in Grenada; most of the merchants represent foreign manufacturers and buy direct or buy through export houses in Halifax, Montreal, New York, and London. In this way they are able to group their shipments, with resultant savings in freight, correspondence, and book-keeping. Due to the limited nature of this market, and to the fact that most retailers and commission agents already represent some competitive house, it is very difficult to introduce any new commodity by correspondence unless the merchant can see a definite opportunity of increasing his profits by changing his source of supply.

### INDIAN MARKET FOR WOODEN TEA CHESTS

R. T. YOUNG, CANADIAN TRADE COMMISSIONER

Calcutta, July 14, 1932.—India as a great producer of tea is a large market for wooden tea chests. Yearly imports are valued at approximately Rs.7,000,000. The greater quantity is supplied from Empire sources, principally the United Kingdom, although considerable numbers are imported from foreign countries, principally in Europe. The following comparative table indi-

cates the principal sources of supply and values as imported over the last two fiscal years ended March 31:—

	Value	
	1929-30	1930-31
Tea Chests, entire or in sections—		
Of wood—	Rs.	Rs.
United Kingdom . . . . .	62,22,937	45,45,959
Ceylon . . . . .	3,354	574
Total British Empire . . . . .	62,26,291	45,46,533
Northern Russia . . . . .	1,99,689	42,995
Finland . . . . .	2,58,029	3,32,053
Estonia . . . . .	7,18,314	8,90,615
Latvia . . . . .	21,232	.....
Sweden . . . . .	30,345	6,891
Poland (including Dantzig) . . . . .	13,640	418
Germany . . . . .	2,77,562	1,72,115
Japan . . . . .	63,973	76,434
Total foreign countries . . . . .	15,91,630	15,28,137
Grand total . . . . .	78,17,921	60,74,670

As the majority of the tea gardens are situated in Bengal on the slopes of the Himalayan range, Calcutta is the chief port of entry, and the trade is more or less centered here, although a considerable quantity also enters through Madras to supply the tea gardens in the Nilgiri Hills.

Plywood tea chests made from seasoned waterproof birch wood, lead or aluminium lined, are being placed on this market by United Kingdom manufacturers. Tea chests must be made from an odourless wood as tea is very susceptible to absorbing any odour. The usual size is 19 by 19 by 24 inches, with metal strips for the edging. These are usually shipped in sets of twelve or ten specially selected shooks, battens, white metal strips, nails, rivets, tenter hooks, parchment paper covers, and aluminium or lead linings. Two-ounce lead linings are generally used, as this is considered to be the proper substance. Anything lighter is apt to become perforated. Years ago lead linings were 4-ounce, and even 5-ounce, but with a 3-plywood chest a 2-ounce lead lining is found to be sufficiently strong. In the case of aluminium linings, aluminium .030 mm. in thickness is used.

It has not been possible to obtain the landed cost of these tea chests, but for those with lead or aluminium linings 19 inches by 24 inches, the wholesale price, duty paid, is approximately \$1.33 (Canadian), taking the rupee at par of exchange, .365 cents. The duty is 25 per cent ad valorem.

Full details covering methods of construction, specifications and other information concerning these tea chests are on file at the Department of Trade and Commerce, Ottawa, and may be consulted on quoting file No. 26296.

This office would be pleased to hear from Canadian manufacturers interested, and suggests that in the first instance full details as to what can be supplied together with prices on a c.i.f. basis Calcutta be given.

## THE WORLD'S SHIPPING

HARRISON WATSON, CANADIAN TRADE COMMISSIONER

London, July 21, 1932.—Statistics published in Lloyd's Annual Register Book, just issued, reflect the depressed and unfavourable conditions which affect shipping throughout the world at the present moment, and more especially the shipping interests of the United Kingdom.

The year which has just passed marks a decrease of world tonnage amounting to 396,730 gross tons in comparison with a year ago. As will be learned from examination of the following figures, the decline compares with an increase of over half a million tons associated with the preceding twelve months, and marks, with the exception of a considerable drop experienced between 1923 and



1924, the only reduction which has interrupted the steady increase in shipbuilding which has taken place since the termination of the war.

WORLD TONNAGE IN EXISTENCE AT JUNE, 1932, AND JUNE, 1931

Where Owned	1932		Total	1931		Total
	Steamers and Motorships	Sail and Barges		Steamers and Motorships	Sail and Barges	
Great Britain and Ireland.	19,562,143	109,532	19,671,675	20,193,677	109,228	20,302,905
Other countries . . . . .	48,805,998	1,256,637	50,062,635	48,529,124	1,299,011	49,828,135
Total. . . . .	68,368,141	1,366,169	69,734,310	68,722,801	1,408,239	70,131,040

Last year steam tonnage owned in the world decreased by no less than 961,604 tons, and that of sailing ships by 42,070 tons. This falling off in tonnage propelled by steam, however, was met to a considerable extent by the increase in motor tonnage, which aggregated 606,944 tons.

A marked feature of the last twelve months has been the exceptionally heavy scrapping of old vessels which took place, the figure having only been exceeded once previously—a circumstance also indicative of the difficulty in finding profitable employment for tonnage.

Turning to the position of individual countries, it is found that there was considerable variation during the past year. As a result, increases in tonnage are associated with: Norway (101,333 tons), Danzig (82,355 tons), Soviet Russia (81,308 tons), Greece (72,282 tons), and Italy (54,899 tons). Upon the other hand, heavy decreases took place in practically all the principal maritime countries of the world, namely: Great Britain and Ireland (631,230 tons), Holland (154,330 tons), the United States (95,563 tons), and Germany (89,759 tons).

As considerable importance attaches to the comparative position of the world's shipping tonnage over a period of years, it is thought interesting to reproduce the table contained in the Register, indicating the ownership of steam and motor tonnage at June, 1914 (previous to the war), and also in June, 1923, and June, 1932.

COMPARISON OF STEAM AND MOTOR TONNAGE AT JUNE, 1914; JUNE, 1923; AND JUNE, 1932

Countries	1914	1923	1932	Difference Between	
				1923 and 1914	1932 and 1923
Great Britain and Ireland	18,892,000	19,115,000	19,562,000	+ 223,000	+ 447,000
British Dominions . . . . .	1,632,000	2,580,000	2,970,000	+ 948,000	+ 390,000
Denmark . . . . .	770,000	938,000	1,171,000	+ 168,000	+ 233,000
France . . . . .	1,922,000	3,453,000	3,508,000	+ 1,531,000	+ 55,000
Germany . . . . .	5,135,000	2,510,000	4,143,000	- 2,625,000	+ 1,633,000
Greece . . . . .	821,000	747,000	1,470,000	- 74,000	+ 723,000
Holland . . . . .	1,472,000	2,607,000	2,957,000	+ 1,135,000	+ 350,000
Italy . . . . .	1,430,000	2,881,000	3,331,000	+ 1,451,000	+ 450,000
Japan . . . . .	1,708,000	3,604,000	4,255,000	+ 1,896,000	+ 651,000
Norway . . . . .	1,957,000	2,376,000	4,164,000	+ 419,000	+ 1,788,000
Spain . . . . .	884,000	1,199,000	1,250,000	+ 315,000	+ 51,000
Sweden . . . . .	1,015,000	1,136,000	1,691,000	+ 121,000	+ 555,000
United States (Sea) . . . . .	2,027,000	13,426,000	10,270,000	+ 11,399,000	- 3,156,000
United States (Lakes) . . . . .	2,260,000	2,197,000	2,445,000	- 63,000	+ 248,000
Other countries . . . . .	3,479,000	3,566,000	5,181,000	+ 87,000	+ 1,615,000
Totals. . . . .	45,404,000	62,335,000	68,368,000	+ 16,931,000	+ 6,033,000

A striking feature of the returns is the recent growth of the mercantile marine of a number of nations, and the decline in the outstanding position formerly occupied by Great Britain. In this connection, the Register reports that whereas in 1896 Great Britain and Ireland owned 50 per cent of the world's steam and motor tonnage, this percentage, which in 1914 had declined to 41.6, has now further fallen to no less an extent than 28.6—a little over half of the proportion of thirty-six years ago.

The position of other important countries is indicated in the following table of similar percentages:—

	1896	1914	1932
United States (Sea) . . . . .	4.0	4.5	15.0
Japan . . . . .	1.9	3.8	6.2
Norway . . . . .	3.0	4.3	6.1
Germany . . . . .	8.1	11.3	6.1
France . . . . .	5.2	4.2	5.1
Italy . . . . .	2.0	3.1	4.9
Holland . . . . .	1.8	3.2	4.3

The report, as usual, includes a wealth of statistical and other details regarding a variety of features. Probably the outstanding development of recent years is the remarkable progress of the motor-ship, in which connection the report publishes the following figures illustrating the phenomenal growth which separates the 297 motor vessels of 1914 from the 4,420 now upon the seas:—

#### DEVELOPMENT OF MOTOR-SHIPS

	No.	Gross Tons		No.	Gross Tons
1922 . . . . .	4,420	10,038,377	1928 . . . . .	2,933	5,432,302
1931 . . . . .	4,080	9,431,433	1919 . . . . .	912	752,606
1930 . . . . .	3,696	8,096,337	1914 . . . . .	297	234,287
1929 . . . . .	3,246	6,628,102			

## ECONOMIC CONDITIONS IN GERMANY

M. B. PALMER, ASSISTANT TRADE COMMISSIONER

### UNEMPLOYMENT, TRANSPORTATION, SHIPPING

Hamburg, July 20, 1932.—The total number of unemployed in Germany on June 30 was 5,476,000 as compared with 3,954,000 on the same date in the previous year. This figure represented a decrease of 107,000 during the month and 653,000 from the peak figure reached at the middle of March, but was a much smaller decrease than occurred during the same period of 1931 when the total unemployment was less. According to the German Institut für Konjunkturforschung (Institute for Economic Investigation) the production index is falling and there has been practically no seasonal improvement. Income from labour is 36 per cent lower than in 1929, wages and salaries are about 19 per cent lower, and the loss in income from unemployment is about 21 per cent. At the same time the cost of living index has fallen 20 per cent since 1929, while the wholesale price index has fallen over 36 per cent.

Bankruptcies in June decreased in number to 704 in comparison with 739 in May, 929 in April, and 1,034 in June, 1931, while corresponding figures for receiverships were 627, 627, 742, and 647 respectively.

Carloadings in April numbered 2,560,000 as against 2,771,000 in April of the previous year and a monthly average during 1931 of 2,862,000. Goods carried amounted to 22,870,000 metric tons in April as compared with 26,390,000 tons in the previous April and a monthly average of 27,130,000 tons during 1931. The number of carloadings during May was 2,395,000. Railway freight receipts in April were 29 per cent, and passenger and baggage receipts 33 per cent, under those of one year earlier.

At the beginning of June there was a total of 393 ships lying idle in German ports representing 1,320,299 gross tonnage or 33.8 per cent of the German mercantile fleet. One year earlier these figures were 199 ships, 682,082 tonnage, or 17.2 per cent. In the Port of Hamburg on July 1 there were 154 ships representing 646,520 tonnage lying idle, and of these 138 were German. During the period January to May the total incoming and outgoing tonnage at the



Port of Hamburg was 8,225,000 metric tons as compared with a total of 9,661,000 tons during the corresponding period of 1931. The total tonnage under construction in German shipbuilding yards at July 1 was 103,500 tons, which was 27,151 tons less than at the same date in the previous year.

## FINANCE

The final budget statement for 1931 shows revenue at 8,941,500,000 reichsmarks and expenditure at 9,392,500,000 reichsmarks. The budget for 1932, which has been put into effect by emergency decree, places revenue at 8,219,700,000 reichsmarks and expenditure at 8,329,300,000 reichsmarks, but the Government intends to find a balance by a reduction of 110 million reichsmarks spread over the various items of expenditure.

The Bureau of Statistics has published figures of the debts of the Reich, States, and Communes at the end of 1931. These show the total debt of the Reich at 11,704 million reichsmarks, of which 3,209 million reichsmarks was foreign debt; that of the States at 3,014 million and 732 million; and that of the larger Communes at 6,601 million and 639 million reichsmarks respectively. As compared with June, 1931, the debt of the Reich has risen by about 167 million, that of the States by about 70 million, and that of the Communes by not quite 10 million reichsmarks.

A June statement of the Reichsbank showed gold cover at a record low figure of 848,000,000 reichsmarks, eligible foreign exchange at 138,000,000 reichsmarks, and discounts at 3,031,000,000 reichsmarks. Collateral loans amounted to 121,000,000 reichsmarks, note circulation to 3,889,000,000 reichsmarks, and current deposits to 358,000,000 reichsmarks. The discount rate was reduced to 5 per cent during the latter part of April, where it has remained. Call money in June was quoted at  $5\frac{1}{8}$  per cent, private discount at  $4\frac{3}{4}$  per cent, and 30-day acceptances at  $5\frac{1}{2}$  per cent.

## TRADE

The many artificial restrictions placed in the way of trade by her neighbours are causing Germany herself to become increasingly protectionist in self-defence, for she is forced to maintain an active balance in order to meet payments in settlement of her foreign obligations, the requirements of which are estimated to amount to 1,500 million reichsmarks for the year. As a consequence, while an active balance for the first half of the year has been obtained, it only amounted to 602 million reichsmarks (including reparations deliveries in kind and excluding precious metals) as against a balance of 962 million reichsmarks for the first half of 1931, or a decline of over 37 per cent in value.

The following table shows in values the official German trade figures for the first six months of 1931 and 1932 by main groups:—

	Imports		Exports	
	1931	January to June 1932 In 1,000 Reichsmarks	1931	1932
Living animals. . . . .	32,200	14,500	27,700	8,800
Foodstuffs and drink . . . . .	1,089,200	773,500	167,000	92,000
Raw materials and semi-manu- factured goods. . . . .	2,004,000	1,211,200	966,100	540,800
Manufactured goods . . . . .	680,700	387,700	3,607,300	2,347,100
Total . . . . .	3,806,100	2,386,900	4,768,100	2,988,700
Precious metals . . . . .	282,100	186,800	583,200	288,500
Total . . . . .	4,088,200	2,573,700	5,351,300	3,277,200

(Table includes reparations deliveries in kind.)

During May imports fell to a record low level, while exports declined to the lowest figure for many years. The values were 351 million and 447 million reichsmarks respectively, giving an active balance of 96 million reichsmarks. France, the United States, Holland, and Great Britain were the chief countries to reduce their markets for German goods during this month, while the United States suffered the greatest shrinkage in imports into Germany, although every country, except Sweden, shared in the decline. The June imports rose by 13 million and exports by 7 million reichsmarks, leaving an active balance of 90 million reichsmarks for the month.

#### GENERAL

The Minister of Agriculture in a recent broadcast pointed out that for the first time since the war Germany is now independent of foreign countries in bread cereals, potatoes, meat, and fat. A table giving the ratio of imports to total consumption shows that in 1931 the figure for bread cereals stood at 4 per cent as against 24 per cent in 1927; that for feeding grains at 6 per cent against 21 per cent; that for meat at 1 per cent against 8 per cent; and that for eggs at 30 per cent against 37 per cent. A leading economic journal states that Germans pay three times the world wheat price, double the world iron price, four times the world sugar price, five to seven times the world fuel price, and have at the same time relatively the highest unemployment of any country in the world.

### ECONOMIC CONDITIONS IN ITALY

R. W. MCBURNEY, ASSISTANT TRADE COMMISSIONER

Milan, July 26, 1932.—Economic conditions in Italy at the end of the half-year show little indication of any immediate favourable change. Throughout the period industry and finance have maintained constant low levels, relieved in recent months to some extent by upward trends in the seasonal industries. It may be noted, however, that even in these the increase in activity is slight compared to recent years. The economic policy of the country may be described as one of maintaining equipment and staffs at as efficient a level as possible, so that no time may be lost should a change for the better occur.

#### AGRICULTURE

Grain crops in Northern Italy have suffered some damage from attacks of rust. In Southern Italy the condition of the crops is reported as moderately good. It may be noted that the acreage of hard wheat sown in the south has been increased by at least 25 per cent at the expense of the area devoted to soft wheat. The less important cereals, oats and rice, have shown satisfactory increase, and the threshing of the latter has given good results so far. The early hay crop was much smaller than in normal years, but the conditions are said to be excellent for sowing of the second crop.

Maize, tobacco, potatoes, tomatoes, beetroots and garden vegetables are reported to give evidence of good crops. In most cases these will reach the market somewhat later than usual.

#### INDUSTRY

As previously stated, a slight seasonal increase in activity has recently occurred in a few industries. The most noteworthy of these are the food canning industries, and manufactures of popular summer drinks. Lesser increases have also been noted in the building trades, in glassware, and in the raising of silk-worm cocoons.



On the other hand, there has been a diminution of activity in several other industries, especially the hat-making trades and the manufacture of artificial silk fibres. While these two industries have shown the heaviest decreases, ceramics, hemp, jute, cotton, linen and silk textiles have all shown decreased activity.

#### UNEMPLOYMENT

The number of unemployed, which exceeded a million in the first four months of the year, dropped to slightly over 950,000 in May, the last month for which figures are available. Analyzed according to occupations normally followed, the largest group comes under the heading of mining, construction and hydraulic industries, for which the number in May was 275,216. The next largest group was agricultural and fishery workers (186,052), followed by textile workers (155,211), agricultural and fishery products workers (96,480), and the metal trades (92,391).

In May, 1931, the total number of unemployed was 635,183. Figures for the groups mentioned above were: agricultural and fishery workers, 101,415; mining, construction and hydraulic workers, 113,407; metal workers, 59,801; and employees of the trades utilizing agricultural and fishery products, 58,106.

#### BUSINESS FAILURES

Up to the end of May this year the average number of business failures per month was 1,100 as against 1,042 for 1931. The number for May (1,068) was the second lowest for the year so far, the only lower figure being that for March (1,018). The number of protested bills, however, reached a new high level in May with 105,019, the monthly average for the year so far being 101,622. For the year 1931 the average per month was 101,766. Unfortunately, figures giving the value of these bills are not at present available.

#### BANKING

Following a steady policy of monetary deflation, the Bank of Italy announced that at the end of May bank notes in circulation amounted to 12,874 million lire. In May, 1931, the amount was 14,648 million lire, and in January, 1932, it was 13,510 million lire. Gold reserves of the bank, amounting at the end of May to 5,650.2 million lire, showed an increase of 20 million lire in respect of the preceding month. At the end of December, 1931, the figure was 5,626.3 million lire. On the other hand, other reserve assets, consisting chiefly of foreign treasury bonds, showed a decrease of 47 million lire in respect of the preceding month, the May figure being 1,436.1 million lire. In December, 1931, the figure was 2,170.2 million lire. At the end of May the reserve cover on notes in circulation was 53.9 per cent.

On May 4, the Bank of Italy inaugurated a campaign for increasing its gold reserves. Gold coinage was accepted at its par value, and gold objects were also accepted, subject to assay. At the end of June the gold acquired in this fashion was computed at 24 million lire. Of this sum, 23,554,000 lire was collected in the Kingdom—made up of 5,456,000 lire in gold coinage and 18,098,000 lire in gold by weight. The remainder came from the Italian colonies.

#### STOCK MARKETS

The end of the half year saw the stock markets still in the state of virtual stagnation which has characterized the past eighteen months. With the exception of the group comprising the furniture industry, and that under the heading of mineral waters and baths, all classes of industrial shares were at very low levels with practically no trading.

## TRANSPORTATION

There has been a decided decrease in the number of cars loaded and the tonnage of freight carried in 1932 as compared with the previous year. In May of this year, for example, the number of cars loaded was 405,301, with a total freight tonnage of 3,470,149 tons, as against 479,412 cars and 4,329,731 tons of freight in May, 1931. The contraction was particularly noticeable in car loadings at the various ports. In comparison with May, 1931, the diminution at Trieste was 26.26 per cent, at Naples 39.69 per cent, at Fiume 39 per cent, and at Genoa 0.79 per cent. At Venice there was a slight increase of 0.34 per cent.

## SWEDEN'S IMPORTS DURING 1931\*

FREDERICK H. PALMER, CANADIAN TRADE COMMISSIONER

[One Swedish krona at par equals \$0.2680. Figures in parentheses refer to 1930 imports]

## II

## Products of Vegetable Origin

Oslo, July 20, 1932.—During 1931 products of vegetable origin were imported into Sweden to the total value of 211,093,000 kronor, being a reduction of 9.2 per cent from the total in 1930 of 232,414,000 kronor. The more important commodities included in this section are those concerning which the following details have been extracted from the official trade statistics:—

During 1931, 8,522 tons (6,897) of *fresh vegetables* were imported into Sweden, excluding *potatoes*, of which 14,774 tons (2,020) were purchased abroad. As might be expected, the bulk of these products came from Denmark, Holland, and Belgium, although the Mediterranean countries supplied 574 tons (478) of the early potatoes, while Esthonia shipped 14,092 tons (1,340) of the later varieties. None of these foodstuffs came from North America, but it is of interest to note that 39 tons (64) of fresh tomatoes were imported from Great Britain.

*Hay* was imported to the total of 6,138 tons (4,913), of which 5,809 tons came from Finland (4,590) and 329 tons (323) from Norway.

## FRUIT

The imports of fruit, fresh and dried, including berries and nuts, into Sweden during 1931 amounted to 98,979 tons (80,989), an increase of 22.2 per cent over the imports of the previous year. Imports of *fresh apples* showed a remarkable increase to 18,044 tons from the 14,969 tons of 1930, an increase of nearly 18 per cent in volume. The value also increased to 9,701,344 kr. (8,317,829 kr.). Canada occupies the tenth place in a long list of countries supplying apples to this market, and is credited with only 164 tons (254). To the United States is credited nearly 60 per cent of the imports, the volume being 10,270 tons (7,991). Australia occupies second place with 2,215 tons (2,544), followed by Germany with 2,014 tons (1,824), Denmark with 897 tons (610), Great Britain with 689 tons (691), Italy with 448 tons, Switzerland with 399 tons, British South Africa with 340 tons, and Russia with 200 tons.

Imports of fresh pears reached 12,444 tons compared with 5,104 tons in 1930. Czechoslovakia is credited with 6,890 tons (1,405), or over one-half of the total imports, followed by the United States with 1,780 tons (1,153), Italy

\* A report on the imports of Animals and Animal Products into Sweden in 1931 was published in *Commercial Intelligence Journal* No. 1437 (July 30).



with 1,341 tons (693), Germany with 1,096 tons (474), and Great Britain with 567 tons (732). Canada appears far down the list with 16 tons.

Dried fruits such as apricots, pears, apples, prunes, bananas, figs, raisins, and peelings of citrus fruits are in regular demand in Sweden. *Dried apricots* to the total weight of 679 tons were imported into Sweden during 1931 (421), of which practically all, 631 tons (380), came from the United States. Some 4,824 tons of prunes were imported last year (3,129), and of these 4,620 tons (2,882) came from the United States. The imports of *dried pears* are not important, the volume during 1931 only reaching 145 tons (137), of which 135 tons (121) came from the United States. Imports of *dried apples*, which are of some importance, increased in 1931 to a total of 1,181 tons (976). To the United States are credited 1,111 tons (921), to Germany 63 tons (35), and to Denmark 4 tons (5). The market in Sweden is for first quality merchandise only. Imports of *raisins* totalled 2,524 tons (2,257), figs 993 tons (843), and shelled nuts 2,321 tons (1,963). As is usual in these northern countries, there is a well-developed demand for all types of marzipan. The basis for some of this is the kernel of some nuts and certain fruits such as plums, peaches, or apricots. During 1931 some 70 tons (32) of these kernels were imported, as well as 944 tons (773) of other kernels.

There is a marked preference for coffee in Sweden as compared with tea. Imports of coffee amounted to 52,986 tons (44,996), and tea to 431 tons (385). Of the tea imports, 435 kilograms are credited to British North America.

#### GRAINS AND GRAIN PRODUCTS

The exports of grains and grain products from Canada to Sweden bulk large in the commerce between the two countries. Agriculture has made considerable advance in Sweden, with a view to securing as complete a measure of independence of outside sources of supply as possible.

*Oats*.—During 1931, 69,225 tons of oats were imported into Sweden (45,965). Argentina is credited with 24,547 tons (2,943), Russia with 16,100 tons (6,511), Germany with 11,918 tons (22,265), Chile with 4,171 tons (nil), and Holland and Great Britain with over 2,000 tons each. Canada apparently shipped no oats to Sweden in 1930; in the returns for 1931 British North America is credited with 100 tons.

The introduction of a quota system of importing grain, which requires the Swedish mills to use definite but varying percentages of Swedish-grown wheat and rye, had the effect, perhaps anticipated, of drawing great supplies of wheat of millable grades from the farms to the mills, supplies which ordinarily it would have paid the farmers to utilize as stock foods. The withdrawal of these millable cereals from the supply of stock foods made it necessary for farmers to purchase adequate substitutes. The most suitable cereal is *maize*, imports of which in 1930 amounted to 134,634 tons, and in 1931 to 353,054 tons. Of the 1931 imports, 210,936 tons (65,553) came from Argentina, 72,003 tons (11,164) from Great Britain, 45,678 tons (28,689) from Germany, and 829 tons (4,910) from Russia.

The imports of *rye* in 1931 amounted to 29,653 tons, a marked reduction from the total of 73,040 tons imported in 1930. In 1931 the largest supplier was Russia with 15,665 tons (11,895), followed by Germany with 10,906 tons (54,723), Denmark with 883 tons (617), Argentina with 339 tons (50), and the United States with 124 tons (nil). British North America is credited with 20 tons in 1931.

*Wheat* imports have also seriously been affected by the quota system. In 1931 Sweden imported 122,327 tons of wheat compared with 175,785 tons during

1930, a reduction of 30 per cent. The United States is credited with 52,500 tons (53,433), Canada with 38,838 tons (44,790), Germany with 13,492 tons (29,044), Argentina with 2,543 tons (19,028), Denmark with 6,107 tons (14,136), Russia with 5,521 tons (4,091), and Holland with 3,037 tons (430). The statistics for 1931 show that 288 tons of wheat were imported from Great Britain (4,355).

In 1931 only 746 tons of *barley* were imported (almost entirely from Denmark), compared with 292 tons in 1930.

*Peas* for human consumption were imported to the total weight of 232 tons (320), of which the bulk, 133 tons, came from Germany (135). From Great Britain 50 tons were received (33), and from Hungary 34 tons (107).

*Beans* are imported into Sweden in fairly large quantities; during 1931, 3,570 tons were imported (3,052). The largest proportion came from Holland, 3,516 tons (2,959). Hungary shipped 15 tons (38), and Germany 17 tons (20).

*Rye flour* is now milled in Sweden in such quantities as to render imports almost entirely unnecessary. During 1931 only 40 tons were imported compared with 1,678 tons in 1930. Of the 1931 imports, 24 tons came from Germany (1,513) and 13 tons from the United States (38).

*Wheat Flour*.—The effects of the quota system, which requires all imported flour to be mixed with flour milled of Swedish grain before sale, can be seen in the continuing declines in imports of wheat flour, which can only be imported and sold without pre-mixing when for use in industry or for a purpose for which Swedish wheat flours are not adapted, such as for paste or for the manufacture of such foods as macaroni. During 1931 Sweden only imported some 1,928 tons of wheat flour compared with 12,477 tons in 1930. By far the largest share of the 1931 imports are credited to the United States, 1,412 tons (9,817); Canada is second with 357 tons (1,625). Denmark's contribution to the wheat flour supply dropped from 511 tons in 1930 to 72 tons, while Germany only shipped 37 tons compared with 154 tons, and Holland 27 tons (20).

*Groats* of oats, rice, and of wheat are imported into Sweden in important quantities. The total during 1931 amounted to 9,485 tons (6,916). With groats of oats are included rolled oats, and the total imports of these commodities amounted to only 71 tons (89), of which 45 tons came from the United States (19) and 25 tons from Germany (67).

*Wheat groats* were bought from foreign countries to the extent of 1,017 tons (925), and of the 1931 imports 548 tons (207) came from France and 311 tons (596) from the United States. Smaller quantities came from Denmark, 84 tons (nil); Holland, 20 tons (57); and Germany 19 tons (18).

The greater imports of *bran* during 1931 compared with 1930 also appear to reflect the demand for foreign stockfoods. Imports were 80,906 tons compared with 40,782 tons in 1930. While imports of *oat bran* were still small, they show almost a tenfold increase to 53 tons (5.6), which all came from Finland. *Rye bran* does not show the same increase, the imports decreasing slightly to 1,077 tons (1,093). Of these imports, 830 tons (865) came from Denmark and 247 tons (157) from Norway.

Practically the entire increase in the imports of bran took place in *wheat bran*, the total of which increased from 39,362 tons in 1930 to 79,763 tons in 1931. Of the imports for both years the greatest share is credited to Argentina, 41,384 tons (18,690), followed by Germany with 19,345 tons (7,799), Great Britain with 11,221 tons (3,131), Holland with 4,570 tons (5,924), Denmark with 1,811 tons (2,381), and the United States with 126 tons (195). Canada is not mentioned in the statistics.



Imports of *malt*, including crushed malt, during the past two calendar years were 1,112 tons in 1930 and 1,067 tons in 1931. From Germany imports in 1931 amounted to 570 tons (566), while from Czechoslovakia imports amounted to 288 tons (429). None appears to have been received from North America, and while Great Britain did not ship any during 1931, 254 kilograms were sold.

Imports of *starch* into Sweden remained steady, the total for 1931 of all kinds of vegetable starches amounting to 766 tons, compared with 774 tons in 1930. Potato starch imports amounted to 184 tons (187), wheat starch to 74 tons (79), rice starch to 135 tons (141), and corn starch to 352 tons (334). Of the corn starch imported during 1931, 136 tons were bought in the United States (166), 92 tons from Germany (17), 57 tons from Denmark (72), and 6 tons from Great Britain (7).

*Baking and yeast powders* were imported into Sweden in 1931 to the weight of 462 tons (431); the great bulk of this import was purchased in the United States, 454 tons (408). Denmark supplied 3 tons (nil), Germany 2 tons (6.5), Norway 2 tons (nil).

#### OIL SEEDS

Like most North European countries, Sweden maintains an important margarine industry, and consequently an oil-crushing industry as well. Therefore large quantities of oil-bearing seeds are imported, the oil going to the margarine industry and the resultant cake being placed at the disposal of agriculture. Included in this group of important commodities is found groundnuts, which were imported to the volume of 8,089 tons (6,777), copra 5,412 tons (3,972), soy beans 31,186 tons (49,132), rape and similar seeds 423 tons (383).

#### SEEDS FOR SOWING

The importance of the timber resources of Sweden, and the attention being given to reforestation, can be seen in the imports of seeds of suitable trees. The quantities might not be considered important, but at least they can be accepted as an evidence that no step will be omitted if there is any possibility that it might lead to better conditions. During 1931 some 67 kilograms of *Scotch fir seeds* were imported into Sweden (128), and 4,775 kilograms of *spruce seeds* (3,153). Of the latter, 1,459 kilograms (nil) came from Denmark and 2,760 kilograms (2,649) from Germany.

*Grass seeds* are also imported in varying quantities. For example, *timothy seeds* were imported to the total weight of 5,438 kilograms (365); *red clover*, 178,146 kilograms (642,796); *alsike clover*, 270 kilograms (549); *white clover*, 48,100 kilograms (75,263); *blue lucerne*, 106,361 kilograms (66,139).

Practically all the timothy seed came from Germany (4,983 kilograms), as well as the largest share of the red clover, 109,049 kilograms (100,517). Poland shipped 58,968 kilograms (357,996) of red clover in 1931 to Sweden, and Denmark 5,945 kilograms (644), while Czechoslovakia shipped only 2,473 kilograms compared with 84,387 kilograms in 1930.

Of the 48,100 kilograms of white clover seed imported, 20,782 kilograms came from Germany (26,680), 8,100 kilograms each from Poland (16,124) and from Denmark (22,946), and minor quantities from Danzig, Latvia, Czechoslovakia, and Hungary. Nearly 75 per cent of the blue lucerne imports came from Hungary.

*Meadow grass seeds* imports totalled 39,817 kilograms (62,192), which practically all came from Denmark, while other grass seeds amounted to 198,658 kilograms (182,828). Of the latter, 104,634 kilograms (130,789) came from Denmark, 74,044 kilograms (52,039) from Great Britain, 10 tons from the Irish Free State, and 5 tons from Northern Ireland.

## WHEAT SITUATION IN SWITZERLAND

J. C. MACGILLIVRAY, CANADIAN TRADE COMMISSIONER

Rotterdam, July 21, 1932.—During the first six months of the current year imports of wheat into Switzerland totalled 232,641 metric tons valued at 32,508,112 francs, in comparison with 215,642 metric tons valued at 37,628,010 francs for the corresponding period of 1931, and 342,390 metric tons valued at 50,494,990 francs during the second half of last year. Canada was the principal supplying country, followed by the Argentine, which improved its relative position owing to the good quality and attractive price of the better grades of last season's crop.

Imports from the principal countries during the first half of 1932, together with the first and second six months of the preceding year, were as follows:—

Countries of Origin	Jan.-June, 1932		Jan.-June, 1931		July-Dec., 1931	
	M. Tons	1,000 Fr.	M. Tons	1,000 Fr.	M. Tons	1,000 Fr.
Germany . . . . .	1,166	146	1,012	143	1,869	220
Hungary . . . . .	5,242	682	6,538	815	22,860	2,858
Bulgaria . . . . .	1,894	246	....	....	491	64
Roumania . . . . .	19,884	2,569	1,285	204	45,911	5,950
Russia . . . . .	8,027	1,108	44,252	7,078	24,670	3,513
Canada . . . . .	106,615	15,510	116,575	21,523	120,620	18,974
United States . . . . .	25,426	3,550	21,047	3,707	96,630	14,505
Argentina . . . . .	63,082	8,539	24,288	3,898	26,934	3,952
Australia . . . . .	580	74	1,155	181	621	93
Total . . . . .	232,641	32,508	215,642	37,628	342,227	50,486

### DOMESTIC PRODUCTION

Switzerland has a subsidized domestic production of wheat which approximates 100,000 metric tons a year. The Government purchases this from the producers at a fixed price which varies from 36 francs to 45 francs per 100 kilos. The purchase price is based on a minimum of 8.50 francs in excess of the average market price of the same quality of foreign wheat delivered at the Swiss frontier. This price, which is governed by world market conditions, is fixed yearly by the Federal Council. For the current year it has been placed at 37 francs.

The basis of the system is that without exercising a monopoly on wheat of foreign origin, the Government buys domestic wheat of good milling quality at a price which renders its cultivation possible.

Both winter and summer crops are grown, but the former is of more importance than the latter and accounts for roughly 95 per cent of the total acreage sown with wheat.

A report issued by the Swiss Peasants' Union dealing with crop conditions in July indicates an improvement in comparison with the beginning of the preceding month. Based on the average harvest for the past ten years as 100, the relative position of the wheat and grain crops on June 1 and July 1, 1932, and July 1, 1931, were as follows:—

	June 1 1932	July 1 1932	July 1 1931
Winter wheat . . . . .	95	101	100
Spring wheat . . . . .	96	98	99
Spelt . . . . .	97	101	101
Winter rye . . . . .	97	102	98
Spring rye . . . . .	95	98	99
Winter barley . . . . .	95	99	99
Spring barley . . . . .	98	99	99
Oats . . . . .	98	99	96



## IMPORT RESTRICTIONS

A Federal decree which became effective on May 12 gave the Government authority to limit the importation of certain raw materials, including wheat. This measure was in sequence to quotas which have been established on many classes of merchandise being imported into Switzerland at the present time (see *Commercial Intelligence Journal* No. 1478, May 28, 1932). It is believed that eventually a central buying office will be set up to handle the purchase of foreign wheat and other grain, although up to date the matter is still pending. While this is contrary to the principle on which domestic wheat is subsidized, the measure is intended to be a temporary one to preserve Switzerland's balance of trade and assist exports during the present crisis.

## WHEAT CROP PROSPECTS IN THE WESTERN MEDITERRANEAN AREA

A. B. MUDDIMAN, CANADIAN TRADE COMMISSIONER

Milan, July 22, 1932.—The wheat crop in Spain and Portugal is expected to be favourable; in Italy and Yugoslavia it has been damaged by unfavourable weather. The following shows the prospects of the 1932 wheat crop in the Western Mediterranean area:—

## ITALY

During June and the first part of July, the continuous rainfall has retarded both cutting and threshing, and although the early wheats are already cut and threshed, with more or less satisfactory results, it is estimated that about 10 per cent of the harvest in Northern Italy will suffer badly from rust. Hard grains have, however, shown great resistance to weather conditions, and are satisfactory both in quality and quantity.

Stocks are very low, and this has influenced the price of domestic grain, which ranges from 100 to 103 lire per quintal for the better qualities (approximately \$5.88 to \$6.05). The stocks of Plata grain in Genoa have rapidly been consumed, and consequently there is a certain demand for Manitoba wheat. It is predicted that in the coming season a slightly better market will open up for Canadian grain, in view of the weather conditions mentioned above.

## SPAIN

According to the *Economia y Técnica Agrícola*, an agricultural journal published in Madrid, great hopes are entertained in that country for a heavy crop. Of thirteen regions, five only are expected to yield less than last year, and with negligible differences; while the remainder promise, in some cases, as much as 79.17 per cent more than in 1931. In that year the total production was 36,585,330 metric quintals, and it is anticipated that this year the yield will be 20.10 per cent more, or 43,939,722 metric quintals.

## PORTUGAL

There are at present no figures of any kind available, but the general impression is similar to that in Spain. It is believed that there will be little or no demand for foreign wheat in Portugal this year, owing to the excellent crop expected.

## YUGOSLAVIA

In the Danube Banovina, which includes the Backa, the most important district from a grain-growing point of view, the wheat crop is considered a failure. The prospects were moderately good up to about a week ago, when the wheat was attacked by rust, it is said with catastrophic results. No figures are available for this or other districts, but the general view is that there is likely to be little, if any, wheat available for exportation this year.

## SAMPLES FOR ARGENTINA

Mr. E. L. McColl, Canadian Trade Commissioner in Buenos Aires, writes under date July 16, pointing out the necessity for attention to detail when shipping samples to Argentina. Many Canadian exporters have sent samples to the office of the Trade Commissioner of practically no value, but because of faulty declarations; or lack of any customs declaration, bad packing, wrong method of shipment or other reason, they have been charged customs duties and charges far out of proportion to their real worth.

To begin with, samples should never be sent without the consent of the Trade Commissioner. Very often exporters have found that they have gone to a lot of needless expense by sending a sample before ascertaining if their prices are in any way competitive or whether their goods are suited to the market.

If possible, all samples should be sent by "Sample Post in packages weighing less than one pound." This phrase is always sent with any request for samples, but very often it is ignored and the sample sent by parcel post. If the advice is followed the sample arrives without any expenses, and usually by the same mail as the covering letter; if parcel post is used, the parcel travels as a rule by cargo steamer, there is a delay of a week or more in clearing through the customs, and duties, stamp and other custom charges are levied. Furthermore, because the Trade Commissioner's office is not registered as an importer, all duties are raised by 25 per cent.

Proper customs declarations must be made out. If samples can only be despatched by parcel post because they are too heavy for other methods to be used, they must be accompanied by a proper declaration. If not, a fine is imposed. Furthermore, the Trade Commissioner very often has no way of knowing what the parcel contains without a declaration, and is forced to give the orders for clearance, when the sample is sometimes quite unsuited for the Argentine market. If catalogues are included with the shipment of samples, it is important that these be declared in the customs declaration; in fact, the declaration should be a detailed statement of the contents of the package.

As an initial expense of three paper pesos (about 90 cents Canadian) stamp charges must be paid before the samples can be examined, it is advisable to pack the samples securely so that no costs are incurred over a sample that may be completely broken in transit. There have been instances where samples have been cleared at considerable expense, only to find that they have been damaged beyond usefulness. When sending chemicals, for example, small metal containers should be used as the humidity of the Equator will probably destroy any chemicals packed in cardboard.

The shipment of samples by the wrong method to the Buenos Aires office has caused such a waste of time and money that it is impossible to emphasize too strongly the points brought up in this notice. It is hoped exporters will take careful note of the suggestions made above, so that in future the loss may be eliminated.



## BRITISH MERCHANDISE MARKS ACT

### SPOONS, FORKS, KNIVES, GOLD AND SILVERSMITHS' WARES, AND WATCH AND CLOCK CASES

With further reference to the notice published in the *Commercial Intelligence Journal* of April 2 (No. 1470), the Merchandise Marks Committee have now issued a report recommending that the following descriptions of imported goods should bear an indication of origin, die-stamped or otherwise impressed or etched on each article, on importation and on exposure for sale in the United Kingdom:—

Articles of a type used for domestic purposes.

- (a) Spoons and forks (other than carving forks) made wholly or partly of metal.
- (b) Knives with blades made wholly or partly of metal other than steel or iron.

The committee further recommend that the undermentioned imported commodities should be marked with an indication of origin on sale or exposure for sale:—

A. Articles of the undermentioned descriptions made wholly or mainly of gold, platinum or silver; or of non-ferrous metals covered with gold, platinum, silver or chromium; or of pewter, britannia metal or nickel silver; of the types commonly sold by the gold and silversmiths' trade:—

- (a) Articles commonly used in connection with the serving of food or drink, including waiters, stands, frames and holders;
- (b) Ecclesiastical ware;
- (c) Smokers' requisites of the following descriptions:—
  - (i) cigar and cigarette cases and boxes;
  - (ii) match stands, cases and boxes;
  - (iii) ash trays;
- (d) Presentation shields, bowls and cups;
- (e) Jewel and trinket boxes; dressing table trays; epergnes; vases; bowls; candlesticks; pen trays; candelabra; inkstands; crumb scoops; gongs; photograph frames and calendars.

B. Watch and clock cases made wholly or mainly of gold, platinum or silver; or of non-ferrous metals covered with gold, platinum, silver, chromium or nickel; or of pewter, britannia metal or nickel silver.

The form of marking suggested is "die-stamped or otherwise impressed, incised, or embossed on each article, or printed or stamped on a label securely attached or affixed thereto."

In any event, it would appear that the marking required would have to be carried out by the overseas manufacturer before exportation.

The Board of Trade announce that the following Merchandise Marks Orders have been finally adopted by Parliament:—

#### ABRASIVE CLOTH AND PAPER

Merchandise Marks (Imported Goods) No. 7 Order, 1932, requires imported abrasive cloth and paper to bear an indication of origin on sale or exposure for sale in the United Kingdom. The indication of origin shall be applied by printing, stamping or stencilling in the following manner:—

- (a) Rolls and coils: On the outside of each roll or coil or on a label securely attached thereto.
- (b) Sheets, circles, bands, strips, or other articles: On the reverse side of each article or on a label securely attached thereto;

Provided that where any caps, heel breasters or heel breasting cones are sold or exposed for sale in a carton it shall be deemed to be a sufficient compliance with this order if the indication of origin is borne on the carton or on a label securely affixed thereto.

This order will come into force on October 21, 1932.

SPORTS REQUISITES AND TOYS

Under Merchandise Marks (Imported Goods) No. 8 Order, 1932, it will be necessary for the following imported goods to bear an indication of origin on sale or exposure for sale, after October 21 next:—

- (a) Requisites for sports, games, gymnastics and athletics.
- (b) The undermentioned parts of such requisites:—  
 Frames for racquets other than frames imported in the rough.  
 Finished heads for golf clubs.  
 Leather cases for footballs and other sports balls.  
 Shaped wood blades for "ski."
- (c) Toys.

The method of marking stipulated is by printing, stamping, impressing, incising, embossing, stencilling, or by means of a transfer, to the article itself, or to a label securely affixed or attached to it. It is provided, however, that in the following cases it shall be satisfactory if the indication of origin is borne on the container or card in or on which the articles are sold or exposed for sale.

- (a) In the case of a set of articles which are ordinarily sold together in a container or on a card as a unit.
- (b) In the case of any article to which, owing to its small size or peculiarity of shape or surface, it is not reasonably practicable to apply an indication of origin to the article itself or to a label securely attached thereto.

PORTABLE ELECTRIC LAMP CASINGS

According to Merchandise Marks (Imported Goods) No. 9 Order, 1932, imported cases for portable electric lamps, lanterns or torches containing, or intended to contain the dry or secondary battery, must, after January 1, 1933, bear an indication of origin on sale or exposure for sale.

The indication shall be impressed, incised or embossed on each case.

HAND RIVEN OR SPLIT LATHS

The Merchandise Marks (Imported Goods) No. 10 Order, 1932, provides that imported hand riven or split laths shall be marked with an indication of origin at the time of importation into the United Kingdom. The marking should take the form of stencilling, stamping or branding cross-wise round each bundle of laths. This order comes into force on October 21, 1932.

It should be added that while, in respect to Orders Nos. 7, 8 and 9, marking is only demanded on exposure for sale, importers will probably expect the overseas manufacturer to carry out the requirements before the goods leave the factory.

TARIFF CHANGES AND CUSTOMS REGULATIONS

Irish Free State Special Duties

JOHN H. ENGLISH, CANADIAN TRADE COMMISSIONER

Dublin, July 26, 1932.—Under the Emergency Imposition of Duties Act, 1932, and the Dairy Produce (Price Stabilization) Act, 1932, the Irish Free State have imposed the following customs duties, effective as from to-day:—

Imports from all Countries	New Rate	Old Rate
Pig meat and products, including bacon . . . . .	Full 84s. cwt.	Up to 50s.
	Pref. 56s. cwt.	Free
Pigs' heads and feet . . . . .	Full 42s. cwt.	Free
	Pref. 28s. cwt.	Free
Cheese-making machinery . . . . .	Full 100%	Free
	Pref. 100%	Free



## IMPORTS FROM UNITED KINGDOM

The following special duties apply to goods imported from the United Kingdom, and are in addition to any duties already chargeable:—

	Additional Duty if Imported from United Kingdom
Coal and coal products . . . . .	5s. per long ton
Cement . . . . .	20 per cent
Electrical appliances, including motors, cables, insulators, batteries, etc., and parts . . . . .	20 per cent
Sugar, molasses, glucose . . . . .	2s. 4d. cwt. (112 lbs.)
Saccharine . . . . .	9d. per oz.
Articles made from and containing sugar (other than con- fectionery, chocolates, wine and spirits) . . . . .	½d. per lb. or 3d. per gall.
Iron, steel, and articles made wholly or mainly therefrom..	20 per cent

It should be added that the special duties on imports from the United Kingdom are expected to remain in operation only until a settlement is made of the financial dispute between the two countries.

## PROHIBITION OF IMPORTATION OF CHEESE

Under the powers conferred by the Dairy Produce (Price Stabilization) Act, 1932, referred to in *Commercial Intelligence Journal* No. 1484 (July 9, 1932), the Irish Free State Minister of Agriculture has issued an order prohibiting the importation of cheese into the Irish Free State from any country on and after July 26.

Provision is made in the Act, however, for the issuance of licences for the importation of specified consignments, and it is anticipated that certain small quantities of cheese will be allowed into the country until such time as Irish Free State factories are in a position to meet the country's needs.

## France Reduces Use of Foreign Wheat

With reference to the report in *Commercial Intelligence Journal* No. 1486 (July 23, 1932), page 162, regarding a decrease in the foreign wheat allowed in the making of bread flour in France, the Canadian Minister in Paris has advised that the percentage of foreign wheat allowed was further reduced to 15 per cent by a decree of August 2, and to 3 per cent by a decree of August 4.

## Import Restrictions in Austria

Mr. Robert S. O'Meara, Canadian Trade Commissioner in Hamburg, writes under date July 26, 1932, that there was published on July 16, 1932, a further note of import restrictions for Austria under decree, dated July 4, 1932, by the Federal Minister of Finance and the Federal Minister of Trade and Traffic in conjunction with the Federal Minister of Agriculture and Forestry.

The first import prohibition decree, dated April 28, 1932, enumerated a long list of goods, the import into Austria of which was prohibited from that date without special permit. A copy of this list is on file at the Department of Trade and Commerce, Ottawa. The further decree extends the list and covers articles of special interest to Canadian exporters,

The additional products affected are:—

Flour and milled products of wheat, rye, and barley; fruits, fresh—apricots, cherries, apples, pears; fruits, prepared—pulp, fruit mash; onions and garlic; vegetables, fresh—tomatoes, green beans, green peas, cucumbers; poultry eggs; yolk of the egg and whole egg, liquid, also frozen; mineral water, natural or artificial; green beans, green peas in airtight containers; postcards with pictures, photographic views; plywood, raw; buttons of ivory—nut; rifles; pencils, coloured pencils, crayons.

These further restrictions indicate a renewed intention on the part of the Austrian Government to continue measures adopted for the better balancing of their trade budget and the assistance of home industries.

The combined ministries set up rules for granting the import permit and decide to whom it should be given, and no customs clearance for goods affected can be made without production of the necessary proof of permit. The Licensing Committee consider each application on its merits, but the restrictions are rigidly enforced and quantities are limited according to stocks on hand and other considerations affecting the more urgent requirements of the people and the conduct of local industry.

### Tariff Changes in Mexico

Writing under date July 28, H. Leslie Brown, Acting Trade Commissioner in Mexico City, advises that a number of changes in the import tariff of Mexico have recently been published and came into effect on August 5, 1932.

Those of interest to Canadian exporters are as follows:—

*Aluminium.*—Aluminium sheets, attached to paper, 55 centavos per legal kilogram, or about 12·4 cents Canadian currency per pound. (New item.)

Aluminium cans, with a capacity greater than 15 litres (13·24 quarts), 10 centavos per gross kilogram, or about 2·2 cents Canadian currency per pound. (New item.)

Aluminium wire cloth of round wires, when the weave consists of more than five threads per side in a square centimetre, even if covered with oilcake, cellulose, or isinglass, 15 centavos per gross kilogram, or about 3·4 cents Canadian currency per pound. (New item.)

*Copper.*—Articles of copper or its alloys, n.o.p., weighing up to 1 kilogram, 1·50 pesos per legal kilogram, or about 34 cents Canadian currency per pound, a decrease of 50 centavos per kilogram; weighing from 1 to 5 kilograms, 1·20 pesos per legal kilogram, or about 27·2 cents Canadian currency per pound, a decrease of 15 centavos per kilogram; weighing more than 5 kilograms, 90 centavos per legal kilogram, or about 20·4 cents Canadian currency per pound, an increase of 5 centavos per kilogram.

*Tin.*—Sheets of tin or its alloys, attached to paper, 50 centavos per legal kilogram, or about 11·3 cents Canadian currency per pound. (New item.)

*Nickel.*—Articles of nickel weighing up to 1 kilogram, 1·50 pesos per legal kilogram, or about 34 cents Canadian currency per pound, a decrease of about 50 centavos per kilogram; weighing from 1 to 5 kilograms, 1·20 pesos per legal kilogram, or about 27·2 cents Canadian currency per pound, a decrease of 15 centavos per kilogram; weighing over 5 kilograms, 90 centavos per legal kilogram, or about 20·4 cents Canadian currency per pound, an increase of 5 centavos per kilogram.

Changes have also been made on the following items:—

Untanned skins and hides of cattle, mother-of-pearl, laminated fine woods, articles of amber, ebony and meerschaum, lead and tinfoil seals for cars and bundles, galvanized corrugated sheet iron and steel, razor blades, stoppers or covers of sheet iron or tinfoil (even when containing cork), needles, fishing tackle, steel writing pens, buttons and fasteners for footwear, eyelets, oxalic acid, tartaric acid, copper sulphate, mixtures of graphite and oxides of manganese, animal, chemical and mixed fertilizers, mouth organs.

Full details on the above may be obtained on application to the Department of Trade and Commerce, Ottawa.

(Conversion to Canadian funds has been made at the par rate of 2 pesos to 1 dollar.)

### Ratification and Modification of Argentine Customs Laws

Mr. E. L. McColl, Canadian Trade Commissioner at Buenos Aires, advises under date July 15 that, by a law issued on June 30, the Argentine Government officially ratified various customs decrees issued by the Provisional Government from December 19, 1930, up to February 18, 1932. A list of the decrees thus made constitutional is on file at the Department of Trade and Commerce, Ottawa, while those of interest to Canada have been reported from time to time in the *Commercial Intelligence Journal*.

The new law also places the following products on the free list:—

Common hard biscuit; printed books in general; eggs; farina; water filters; products of macaroni paste; machinery, accessories and materials for the installation of factories for spinning cotton and combing wool; machinery and accessories for factories that use locally produced raw material, and the materials used in the process of elaboration of those raw



materials in such factories; road-making machinery and spare parts; sewing and washing machines and their spare parts; needles for sewing and embroidering and for sewing machines; oxide of zinc for paints; oats; paper in rolls or reams of any kind and type, to be used for printing magazines and books of a literary, scientific, or general information character, provided that such paper is identified by a watermark; rye; semolina; serums and vaccines; preventive and curative specifics; stoves for disinfection; sulphate of barytes for paints; tools of iron and steel for artisans; zinc sheets up to No. 4, cut for containers.

The 10 per cent temporary increase that was imposed on October 6, 1931, is officially extended until December 31, 1932. Originally the increase was to remain in force for one year from the date of issue, but the date of withdrawal was later extended to the end of 1932. The present decree simply ratifies the extension and states that the increase will not be applied to goods imported for the use of the National Petroleum Company.

## FOREIGN EXCHANGE QUOTATIONS FOR WEEK ENDING AUGUST 8

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending August 8, 1932, with the official bank rate. Quotations for the week ending August 1, 1932, are also given for the sake of comparison:—

Country	Unit	Nominal Quotations in Montreal Week ending August 1	Nominal Quotations in Montreal Week ending August 8	Official Bank Rate
Austria . . . . .	Schilling	\$ .1616	\$.1610	7
Belgium . . . . .	Belga	.1589	.1585	3½
Bulgaria . . . . .	Lev	.0082	.0082	8
Czechoslovakia . . . . .	Krone	.0339	.0338	5
Denmark . . . . .	Krone	.2172	.2136	4
Finland . . . . .	Markka	.0177	.0177	6½
France . . . . .	Franc	.0448	.0447	2½
Germany . . . . .	Reichsmark	.2725	.2718	5
Great Britain . . . . .	Pound	4.0262	3.9557	2
Greece . . . . .	Draclma	.0077	.0074	11
Holland . . . . .	Guilder	.4615	.4598	2½
Hungary . . . . .	Pengo	.2005	.1999	5
Italy . . . . .	Lira	.0584	.0584	5
Jugo-Slavia . . . . .	Dinar	.0205	.0204	7½
Norway . . . . .	Krone	.2023	.1987	4½
Portugal . . . . .	Escudo	.0378	.0377	6½
Roumania . . . . .	Leu	.0077	.0068	7
Spain . . . . .	Peseta	.0925	.0929	6½
Sweden . . . . .	Krona	.2078	.2045	4
Switzerland . . . . .	Franc	.2231	.2224	2
United States . . . . .	Dollar	1.1462	1.1425	2½
Argentina . . . . .	Peso (Paper)	.2951	.2941	—
Brazil . . . . .	Milreis	.0888	.0856	—
Chile . . . . .	Peso	.0694	.0692	5½
Colombia . . . . .	Peso	1.0975	1.0939	6
Mexico . . . . .	Peso	.3219	.3330	6-7
Peru . . . . .	Sol	.2521	.2399	6
Venezuela . . . . .	Bolivar	.1604	.1599	—
Uruguay . . . . .	Peso	.5416	.5398	—
Cuba . . . . .	Peso	1.1455	1.1418	—
Hongkong . . . . .	Dollar	.2643	.2619	—
India . . . . .	Rupee	.3094	.3084	4
Japan . . . . .	Yen	.3198	.3010	5.11
Java . . . . .	Guilder	.4596	.4581	4½
Shanghai . . . . .	Tael	.3410	.3433	—
Siam . . . . .	Baht (Tical)	.....	.....	—
Straits Settlements . . . . .	Dollar	.4756	.4726	—
British Guiana . . . . .	Dollar	.8510	.8340	—
Jamaica . . . . .	Pound	4.0921	3.9987	—
Other British West Indies . . . . .	Dollar	.8510	.8340	—
Martinique . . . . .	Franc	.0449	.0447	—
Guadeloupe . . . . .	Franc	.0449	.0447	—
Australia . . . . .	Pound	3.2225	3.1662	—
Egypt . . . . .	Pound (100 piastres)	4.1293	4.0572	---

Canadian Trade Commissioners should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Second Phrase Code.

## TRADE ENQUIRIES FOR CANADIAN PRODUCTS

The Trade Inquiries for Canadian products published below have been received since the publication of the last issue of the *Commercial Intelligence Journal*. Interested exporters may secure the names and addresses of the firms making these inquiries, together with further details regarding the commodities required, on application to the Director, Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa, or—

### Secretary, Board of Trade—

St. John, N.B.,	Toronto, Ont.,	Winnipeg, Man.,
Halifax, N.S.,	Woodstock, Ont.,	Vancouver, B.C.,
Quebec, P.Q.,	St. Mary's, Ont.,	New Westminster, B.C.,
Sherbrooke, P.Q.,	Portage la Prairie, Man.,	Prince Rupert, B.C.
Montreal, P.Q.,	St. Boniface, Man.,	

### Secretary, Chamber of Commerce—

Kingston, Ont.,	Peterborough, Ont.,	Victoria, B.C.
Oshawa, Ont.,	London, Ont.,	
Belleville, Ont.,	Hamilton, Ont.,	

Border Chamber of Commerce, Windsor, Ont.

Industrial Commissioner, Stratford, Ont.

La Chambre de Commerce, de Montréal, 25 St. James E., Montreal, P.Q.

### Secretary, Canadian Manufacturers' Association—

Toronto, Ont.,	Winnipeg, Man.,	Vancouver, B.C.,
Montreal, P.Q.,	Edmonton, Alta.,	Victoria, B.C.

The Maritime Provinces Trade Commissioner, 122 Federal Building, Toronto, Ont.

The Bureau of Provincial Information, Victoria, B.C.

**Canadian exporters should, for follow-up purposes, transmit a copy of any reply sent in response to a Trade Inquiry to the Trade Commissioner in the territory from which the inquiry emanated.**

## Foodstuffs

513. CHEESE.—A Bristol broker desires West of England agency for Quebec distributors of cheese.

514. CHEESE.—A Courtrai (Belgium) house desires to purchase Canadian cheese.

515. CANNED FRUITS AND VEGETABLES.—A London firm desire to hear from Canadian exporters with a view to agency or direct purchase.

516. FLOUR; POTATOES; ETC.—A commission agent in Havana, Cuba, desires to represent Canadian exporters of wheat flour, seed and table potatoes, oats, and wrapping paper on commission basis only.

## Miscellaneous

517. HOOF MEAL; FISH MEAL; GLUE STOCK.—Canadian exporters are requested to correspond with a London importer who seeks agency or direct buying contacts.

518. SINEWS.—An Osaka (Japan) firm wish to purchase animal sinews.

519. GALLSTONES.—A Kobe (Japan) house wish to purchase gallstones.

520. RAW CALFSKINS.—An Osaka (Japan) house desire to purchase raw calfskins.



521. APPAREL.—A foreign firm in Shanghai, having excellent connections in the clothing field, wish agencies for the following: ladies' and gentlemen's silk, cotton and wool underwear, braces and garters, gentlemen's ties, hosiery for ladies and gentlemen, and silk ribbons.

522 and 523. FELT HATS.—Two Shanghai foreign firms wish connection for low-cost felt hats. Large business possible if prices competitive. A half dozen samples, prices c.i.f. Shanghai, and full information *re* discounts, etc., should be sent direct to the Canadian Trade Commissioner at Shanghai.

524. DOMESTIC ELECTRICAL WARE.—Canadian exporters are requested to write a London firm who desire direct purchase or agency arrangements for domestic electrical ware (washing machines, vacuum cleaners, electric irons, etc.).

525. ELECTRICAL APPARATUS.—An Adelaide (Australia) firm desire to hear from Canadian exporters of electrical apparatus, including automobile ignition equipment.

526. AUTO ACCESSORIES.—A Bloemendal (Holland) firm inquire for auto accessories with a view to purchase or agency.

527. BROOM HANDLES.—A Cardiff importer asks to be quoted direct from Canadian manufacturers of broom handles, size 48 inches by 1 inch and 48 inches by 1½ inches, on minimum lots of 100 gross, and on both first and second grades. Quotations must be c.i.f. Cardiff, and accompanied by sample sections of handles offered.

528. PULP.—A firm in Shanghai desire a connection with a Canadian firm in a position to supply kraft pulp suitable for the manufacture of kraft wrapping paper, and also ground wood pulp. Samples and lowest prices c.i.f. Shanghai and full information should be sent immediately to the Canadian Trade Commissioner, Shanghai.

529. METAL PRODUCTS.—A manufacturers' agent in Shanghai wishes a connection for a supply of copper sheets, copper seamless pipes, brass seamless pipes, and copper rivets.

530. ROAD GRADERS.—A London house seek Indian agency for road graders.

### CERTIFICATES OF ORIGIN FOR GREAT BRITAIN

In order to obtain the benefits of preferential duties under the new British Tariff, Customs regulations require original invoice and *Certificate of Origin* must be produced when goods of Canadian origin are being cleared through Customs in Great Britain.

Please see that necessary forms are forwarded to your consignees as early as possible so that no delay will be encountered in clearing their goods through British Customs.

### PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

#### From Montreal

*To Liverpool.*—Duchess of Richmond, Aug. 19 and Sept. 16; Montcalm, Aug. 26; Duchess of Atholl, Aug. 30 and Sept. 23; Duchess of Bedford, Sept. 2 and 30; Duchess of York, Sept. 9—all Canadian Pacific; Laurentic, White Star Line, Aug. 20 and Sept. 17; Antonia, Cunard Line, Sept. 1 and 29.

*To London.*—Beaverhill, Aug. 19 and Sept. 23; Beaverford, Aug. 26 and Sept. 30; Beaverburn, Sept. 2; Beaverdale, Sept. 9; Beaverbrae, Sept. 16—all Canadian Pacific; Alaulnia, Aug. 19 and Sept. 16; Aurania, Aug. 26 and Sept. 23; Ausonia, Sept. 2 and 30; Ascania, Sept. 9—all Cunard Line.

*To Southampton.*—Montrose, Sept. 1 and 29; Montclare, Sept. 10—both Canadian Pacific.

*To Manchester.*—Manchester Brigade, Aug. 18 and Sept. 22; Manchester Commerce, Aug. 25 and Sept. 29; Manchester Citizen, Sept. 1; Manchester Producer, Sept. 8; Manchester Division, Sept. 15—all Manchester Line.

*To Avonmouth, Cardiff and Swansea.*—Concordia, Aug. 16 and Sept. 28; Kastalia, Sept. 7—both Cunard-Donaldson Line; Nevisian, Aug. 27; Norwegian, Sept. 17—both Dominion Line.

To *Glasgow*.—Sulairia, Aug. 19 and Sept. 16; Athenia, Aug. 26 and Sept. 23; Letitia, Sept. 9—all Anchor-Donaldson Line.

To *Newcastle and Leith*.—Cairnesk, Aug. 26; Cairnglen, Sept. 9; Cairncross, Sept. 23 (also calls at Dundee)—all Cairn-Thomson Line.

To *Belfast and Dublin*.—Fanad Head, Head Line, Aug. 23 (cargo accepted for Londonderry and Cork).

To *Antwerp*.—Beaverhill, Aug. 19 and Sept. 23; Beaverford, Aug. 26 and Sept. 30; Beaverburn, Sept. 2; Beavercross, Sept. 9; Beaverbrae, Sept. 16—all Canadian Pacific; Lista, Aug. 26; Hada County, Sept. 12 (also calls at Havre); Brant County, Sept. 27 (also calls at Havre)—all County Line.

To *Rotterdam*.—Lista, Aug. 26; Grey County, Sept. 9; Kings County, Sept. 21—all County Line.

To *Hamburg*.—Montrose, Canadian Pacific, Sept. 1 and 26; Remscheid, Aug. 26; Hagen, Sept. 21—both Hamburg American-North German Lloyd Line (also call at Bremen).

To *South France and Italian Ports*.—Giorgio Ohlsen, Aug. 15; Valprato, Aug. 25; Valrossa, Sept. 7—all Lloyd Mediterraneo Italian Service.

To *Norwegian Ports*.—Idefjord, North American Line, Aug. 22.

To *Scandinavian and Baltic Ports*.—Ragnhildsholm, Swedish-American-Mexico Line, Sept. 6; Frode, Scandinavian-American Line, Sept. 14.

To *St. John's, Nfld., and St. Pierre-Miquelon*.—Belle Isle, Aug. 18 and Sept. 1 and 15; Reinunga, Aug. 22—both Newfoundland-Canada SS.; Silvia, Furness-Red Cross Line, Aug. 27 and Sept. 10.

To *Cornbrook, Nfld.*—North Voyageur, Aug. 17 and 31 and Sept. 12 and 26; New Northland, Aug. 23 and Sept. 7 and 21—both Clarke SS. Co.

To *Hamilton (Bermuda), Puerto Rico, St. Kitts, Antigua, St. Lucia, Guadeloupe, Martinique, Barbados, St. Vincent, Grenada, Trinidad and Demerara*.—Chomedy, Aug. 26; Colborne, Sept. 9; Cornwallis, Sept. 23—all Canadian National.

To *Hamilton (Bermuda), Nassau (Bahamas), Kingston (Jamaica), and Belize (British Honduras)*.—Cavelier (does not call at Hamilton or Nassau), Aug. 19 and Sept. 16; Lady Somers, Aug. 25 and Sept. 22; Cathcart (calls at St. Georges but not at Hamilton or Nassau), Sept. 2 and 30; Lady Rodney, Sept. 8—all Canadian National.

To *Bermuda, St. Kitts, Antigua, Guadeloupe, Dominica, Martinique, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo*.—Marie Horn, Aug. 26; a steamer, Sept. 10; Fernebo, Sept. 25—all Ocean Dominion SS. Corp.

To *Montevideo and Buenos Aires*.—L. A. Christensen, Canadian South American Line, Aug. 17; Nordpol, I.F.C. Lines, Sept. 10.

To *Colombia, Ecuador, Peru and Chile*.—A steamer, Canadian National, August and September.

To *Auckland, Wellington, Lyttelton, Dunedin, Brisbane, Sydney and Melbourne*.—Canadian Challenger, Aug. 27; Canadian Constructor, Sept. 24—both Canadian National.

To *West and South African Ports*.—Calumet, Aug. 25; Cochrane, Sept. 25—both Elder Dempster & Co., Ltd.

### From Halifax

To *Liverpool*.—Newfoundland, Aug. 16 and Sept. 27; Nova Scotia, Sept. 6—both Furness Line; Baltic, Sept. 5; Adriatic, Sept. 19—both White Star Line.

To *London*.—London Exchange, Aug. 23; Japanese Prince, Sept. 13; London Corporation, Sept. 27—all Furness Line.

To *Antwerp*.—Westernland, Aug. 28 and Sept. 25; Pennland, Sept. 11—both Red Star Line.

To *Gothenburg*.—Kungsholm, Swedish-American Line, Aug. 17 and Sept. 17.

To *St. John's, Nfld., and St. Pierre-Miquelon*.—Fort St. George, Aug. 16 and 30; Nerissa, Aug. 23 and Sept. 6; Rosalind, Sept. 13—all Furness-Red Cross Line; Newfoundland, Aug. 16; Nova Scotia, Sept. 6—both Furness Line (do not call at St. Pierre).

To *St. John's, Carbonear and Port Union, Nfld., and St. Pierre*.—Magnhild, Newfoundland-Canada SS., Aug. 25 and Sept. 8 and 22.

To *Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara*.—Lady Drake, Aug. 23; Lady Nelson, Sept. 6; Lady Hawkins, Sept. 20—all Canadian National.

To *Santiago (Cuba) and Kingston (Jamaica)*.—Andalusia, Aug. 17 and Sept. 14 (calls at Montego Bay and other Jamaican outports); Calabria, Aug. 31 and Sept. 28—both Pickford & Black, Ltd.

To *Bermuda, St. Kitts, Antigua, Guadeloupe, St. Lucia, Dominica, Martinique, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo*.—Fernebo, Aug. 16 and Sept. 30; Marie Horn, Aug. 31; a steamer, Sept. 15—all Ocean Dominion SS. Corp.

To *Hamilton (Bermuda), Nassau (Bahamas), Kingston (Jamaica), and Belize (British Honduras)*.—Cavelier (does not call at Hamilton or Nassau), Aug. 22 and Sept. 19; Cath-



cart (calls at St. Georges, Bermuda, but not at Hamilton or Nassau), Sept. 5—both Canadian National.

*To Hamilton (Bermuda), Puerto Rico, St. Kitts, Antigua, St. Lucia, Guadeloupe, Martinique, Barbados, St. Vincent, Grenada, Trinidad and Demerara.*—Cornwallis, Aug. 16 and Sept. 27; Chomedey, Aug. 30; Colborne, Sept. 13—all Canadian National.

### From Saint John

*To Alexandria, Port Said, Suez, Aden, Karachi, Bombay, Colombo, Madras, Rangoon and Calcutta.*—City of Birmingham, Aug. 18; City of Oran, Sept. 27—both American and Indian SS. (cargo accepted for other Eastern ports, also for British East African ports).

*To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.*—Lady Drake, Aug. 15 and Sept. 26; Lady Nelson, Aug. 29; Lady Hawkins, Sept. 12—all Canadian National.

*To Kingston and Jamaican Outports.*—I. K. Ward, Aug. 20 and Sept. 3 and 17; Harboe Jensen, Aug. 27 and Sept. 10 and 24—both United Fruit Line.

### From Quebec

*To Southampton.*—Empress of Britain, Aug. 20 and Sept. 3 and 17; Empress of Australia, Aug. 25 and Sept. 14—both Canadian Pacific.

### From New Westminster

*To Japanese Ports.*—Oregon Maru, Yamashita Shipping Co., Sept. 4.

*To Hongkong and Shanghai.*—Corneville, B. W. Greer & Son, Aug. 25.

*To United Kingdom Ports.*—Bienvenue, A. B. Graham, Aug. 25; Empire Star, American Mail Line, Sept. 6; a steamer, T. A. Lee & Holway, Sept. 10 and 25; Moveria, Balfour Guthrie & Co., Sept. 25.

*To London and Liverpool.*—Logician, B. W. Greer & Son, Ltd., Aug. 21; Gracia, Balfour Guthrie & Co., Aug. 29 (also calls at Glasgow); Fresno Star, American Mail Line, Sept. 24 (also calls at Glasgow and Rotterdam).

*To Australian Ports.*—Golden Harvest, Dingwall Cotts & Co., Aug. 13.

*To Chilean Ports.*—Condor, C. Gardner Johnson Co., Aug. 15.

### From Vancouver

*To Yokohama, Kobe, Shanghai and Hongkong.*—Tyndareus, Aug. 28; Protesilaus (call Miki), Sept. 17—both Blue Funnel Line; Hikawa Maru, Nippon Yusen Kaisha, Sept. 8 (also calls Osaka).

*To Yokohama, Kobe, Shanghai, Hongkong and Manila.*—Empress of Canada (calls Honolulu), Aug. 27; Empress of Russia (calls Nagasaki), Sept. 10; Empress of Japan (calls Honolulu), Sept. 24—all Canadian Pacific.

*To Honolulu, Suva, Auckland and Sydney.*—Niagara, Aug. 17; Aorangi, Sept. 14—both Canadian-Australasian Line.

*To Macassar, Sourabaya, Samarang, Batavia, Singapore, Belawan Deli, Penang, Rangoon and Calcutta.*—Salawati, Silver Java Pacific Line, Sept. 7.

*To Auckland, Wellington, Melbourne and Sydney.*—Golden Harvest, Aug. 17; Golden Cloud, Sept. 17—both Oceanic and Oriental Navigation Co.; Waikawa, Canadian-Australasian Line, Sept. 1 (also calls Lyttelton and Dunedin).

*To Liverpool, London, Southampton and Rotterdam.*—Damsterdyk, Aug. 28; Loch Monar, Sept. 12; Delftdyk, Sept. 25—all North Pacific Coast Line.

*To London, Hull, Bergen and Oslo.*—Laurits Swenson, Aug. 15; Knute Nelson, Sept. 15—both Fred Olsen Line.

*To Manchester.*—Pacific Exporter, Aug. 20; Pacific Grove, Sept. 3—both Furness (Pacific) Line.

*To Scandinavian Ports.*—Axel Johnson, Aug. 17; Balboa, Aug. 27; Annie Johnson, Sept. 20—all Johnson Line.

*To Port of Spain (Trinidad) and Bridgetown (Barbados).*—King James, Canadian Transport Co., Ltd., Aug. 25.

*To Rio de Janeiro, Santos, Montevideo and Buenos Aires.*—Hindanger, Westfal-Larsen Co., Sept. 10 (cargo accepted for Pernambuco, Bahia, Rosario, Santa Fé and other ports).

*To Cape Town, Algoa Bay, East London, Durban and Laureco Marques.*—Danwood, British Columbia Shipping Agencies, Ltd., August.

**Note.**—Firms who desire information concerning ocean mail services may have their names placed on the mailing list of the Post Office Weekly Bulletin by applying to the Post Office Department.

# COMMERCIAL INTELLIGENCE SERVICE <sup>303</sup>

## CANADIAN GOVERNMENT TRADE COMMISSIONERS

### Argentine Republic

E. L. McCOLL, B. Mitre 430, Buenos Aires (1). (Territory includes Chile and Uruguay.)  
*Cable address, Canadian.*

### Australia

D. H. ROSS. Address for letters—Box 196C, G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable address, Canadian.*  
*Commercial Agent:* B. MILLIN, The Royal Exchange, Sydney, N.S.W.

### Belgium

HENRI TURCOT, 98 Boulevard Adolphe Max, Brussels. *Cable address, Canadian.*

### Brazil

A. S. BLEAKNEY. Address for letters—Caixa Postal 2164, Rio de Janeiro. Office—Ed. Da "A. Noite," Sala 802, Praca Maua. *Cable address, Canadian.*

### British West Indies

*Trinidad:* ACTING TRADE COMMISSIONER. Address for letters—P.O. Box 125, Port of Spain. Office—Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, and British Guiana.) *Cable address, Canadian.*

*Jamaica:* F. W. FRASER, P.O. Box 225. Office—Canadian Bank of Commerce Chambers, Kingston. (Territory covers Jamaica, Hayti, the Bahamas, and British Honduras.)  
*Cable address, Canadian.*

### China

L. M. COSGRAVE. Address for letters—P.O. Box 300, Shanghai. Office—Daily News Building, 17 The Bund, Shanghai. *Cable address, Canadian.*

PAUL SYKES. Address for letters—P.O. Box 160, Dairen, Manchuria. Office—Cornabe Building, 1 Higashi-Koen-Cho, Dairen, Manchuria. (Territory covers Manchuria.) *Cable address, Canadian.*

### Cuba

JAMES CORMACK. Address for letters—Apartado 1945, Havana. Office address—Calle Obrapia 35, Havana. (Territory includes San Domingo and Puerto Rico.) *Cable address, Canadian.*

### Egypt

YVES LAMONTAGNE. Address for letters—P.O. Box 1770, Cairo. Office—22 Shari Kasr el Nil, Cairo. (Territory includes the Sudan, Palestine, Cyprus, Iraq, Syria, and Persia.)  
*Cable address, Canadian.*

### France

HERCULE BARRÉ, 3 rue Scribe, Paris (9). (Territory includes French Colonies in North Africa.) *Cable address, Cancomac.*

### Germany

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*Cable address, Canadian.*

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**Mexico**

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*London:* J. FORSYTH SMITH, Fruit Trade Commissioner, Walter House, Bedford Street, Strand, W.C.2. *Cable address, Canfrucom.* (Territory—for fresh fruit only—covers United Kingdom, Norway, Denmark, Sweden, France, Holland, Belgium, Germany, and Spain.)

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*Bristol:* DOUGLAS S. COLE, Sun Building, Clare Street. (Territory covers West of England, South Wales, and South Midlands.) *Cable address, Canadian.*

*Glasgow:* GORDON B. JOHNSON, 200 St. Vincent Street. *Cable address, Cantracom.*

**United States**

*New York City:* FREDERIC HUDD, 25 Broadway. (Territory includes Bermuda.) *Cable address, Cantracom.*

**Note.—Bentley's Second Phrase Code is used by Canadian Trade Commissioners**

305

# Commercial Intelligence Journal

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## TABLE OF CONTENTS

	Page		Page
Manchuria's Lumber Industry and Trade . . . . .	305	Imports of Motor Vehicles into India, 1931-32 . . . . .	320
Price Situation of United States Agricultural Products . . . . .	310	Cuban Consumption Tax on Wheat Flour . . . . .	320
Exports from Canada to the United States of Agricultural Products . . . . .	312	Trade of the Netherlands in the First Half of 1932 . . . . .	321
Crop Prospects in the United States . . . . .	314	Conditions in Switzerland . . . . .	325
Plywood Market in Scotland . . . . .	314	Sweden's Imports during 1931 . . . . .	326
Concentrated Apple Juice Market in West of England . . . . .	315	Points for Exporters to Mexico . . . . .	328
Trade of the Port of Bristol, 1931-32 . . . . .	316	Radio Industry and Trade of Japan . . . . .	333
United Kingdom Imports of Canned Salmon . . . . .	318	Chinese Consular Invoices . . . . .	334
Canned Fruit Imports into the United Kingdom . . . . .	318	Tariff Changes, etc. . . . .	335
		Foreign Exchange Quotations . . . . .	339
		Trade Inquiries . . . . .	340
		Proposed Sailings . . . . .	341
		Commercial Intelligence Service . . . . .	343

## MANCHURIA'S LUMBER INDUSTRY AND TRADE

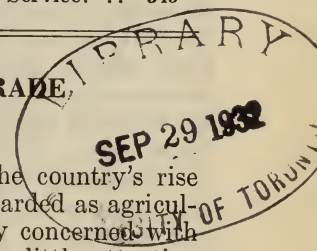
PAUL SYKES, CANADIAN TRADE COMMISSIONER

Dairen, July 14, 1932.—Manchurian territory has, since the country's rise to comparative prominence as a trading area, been commonly regarded as agricultural land and as being pre-eminently suited for and principally concerned with the production of beans, wheat, and other crops. Comparatively little attention has been paid to its forest resources in the course of its commercial development, and this is exemplified by the existence for several years of a fairly large import trade in various types of lumber. This country, however, is rich in forest wealth, which will undoubtedly soon be given much more careful investigation than it has yet received.

A survey of the extent of timber stands and of the development and possibilities of the lumber industry may be of some interest to Canadian producers and exporters who have in the past either carried on business in this market or have contemplated doing so.

### RESOURCES

Manchuria's area is estimated at 1,036,000 square kilometres. Of this total, forest areas are estimated to make up 367,000 square kilometres, approximately 30 per cent of the whole and a substantial proportion in comparison with similar areas in most other countries. The volume of standing timber has been set at 4,250 million cubic metres, a figure roughly equal to three times that of the annual world consumption and some 22 per cent of the estimate of present Canadian stands. Estimates of forest areas and volume of stands, however, are based on very general data, and no responsibility can be accepted as to their accuracy.





It is nevertheless apparent that Manchuria's forest resources are extensive and that their future influence on local and distant lumber markets may be considerable.

Manchuria's principal forest areas are in her northern and eastern districts. The stands on and near the Great and Little Khingan Mountains are counted as of the greatest extent, while those lying between the latter and the Changpai Range and the stands along the upper Sungari and the right bank of the Yalu rivers are of secondary importance. Apart from scattered areas in the interior, the country may be said to be circumscribed, except on its southwestern boundaries, by mountainous country with heavy and valuable forest growth.

There are some three hundred tree species native to Manchuria, but for practical purposes the Korean pine, a species of larch (*Larix Dahurica*), Korean fir, and several types of spruce are the principal evergreens, while Korean oak, birch, ash, and elm are outstanding among the deciduous varieties. Of the total stand, deciduous trees are estimated to make up roughly 60 and evergreens 40 per cent, but variations in these proportions are found in distinct areas, the stands along the Yalu river, for example, being typical of the north temperate zone, while those of the northern districts conform, in their composition, to the characteristics of a much more frigid climate.

#### LUMBER INDUSTRY

It can be safely assumed that Manchuria possessed at one time much more extensive forests than she does to-day. Apparently, however, the pastoral tribes who inhabited the interior districts destroyed much of the tree growth in order to provide grazing land and to remove the protection which they gave to wild animals. As far as can be determined, however, the first systematic exploitation of these forests was carried on by Russian interests, following the construction of railway lines through Manchuria and their having obtained concessions from the Chinese and Russian governments to carry on such operations. These date back only to the beginning of the century, and many of the earlier ones were concerned more with the production of railway ties and rough building material for domestic use than with that of the standard products known to present-day trade.

Following the Russo-Japanese war, several large corporations and many small ones were formed to carry on lumbering operations along the Yalu river and in parts of Kirin province, and although local demands for lumber have increased steadily, only a few of these concerns still persist, political and transportation problems having rendered their existence at all times a precarious one. One large company, owned and operated jointly by the Japanese and Chinese governments, still operates along the Manchurian-Korean border, while another similar enterprise, under Chinese, Japanese, and Russian control, concerns itself with stands in the Great Khingan range along the northwestern frontier. On the whole, surprisingly little progress has been made in ascertaining with any degree of accuracy the extent or precise composition of timber stands or in utilizing these for commercial purposes.

The development of sawmilling and related industries has been correspondingly backward. With primitive methods of production and a great lack of transportation facilities between the forests and centres of lumber consumption, the growth in number or size of lumber mills has been a very slow one, and this unit, among Manchuria's industrial enterprises, can to-day be said to be of very minor importance. Logs and squares are exported as such to various North China ports, principally from Antung, a port at the mouth of the Yalu river, but the output for either domestic or export markets of boards or more highly manufactured wood products is of negligible extent.





of Japanese influence in the commercial life of Manchuria will result in a much more systematic exploitation of the country's forests than that of any predecessors, and it is by no means improbable not only that domestic demands for lumber may soon be met from local stocks, but also that, with intelligent conservation, Manchuria may become, among all Pacific countries, one of the most important producers of this commodity.

#### IMPORT AND EXPORT TRADE

Statistics showing Manchuria's imports and exports of lumber are unfortunately less accurate and detailed than would be desired. In the tables below there are given, however, some of the more important data on this subject. It will be noted that the statistics are for Manchuria's southern ports—namely Dairen, Newchwang, and Antung. As such they may be considered to include practically all important inward and outward shipments, there being no other ports of any prominence and the trade over the land frontiers with Korea, China, or Russia being, if existent at all, an extremely small one.

#### IMPORTS OF LUMBER\* INTO MANCHURIA THROUGH SOUTHERN PORTS, 1929 AND 1930

	1,000 Sup. Ft.	1929		1,000 Sup. Ft.	1930	
		Taels	Gold \$		Taels	Gold \$
Hardwood—						
Rough hewn and logs..	991	42,984	27,510	476	26,787	12,322
Sawn .. . . . . . . . . . .	1,318	83,144	53,212	547	40,834	18,784
Other .. . . . . . . . . . .	63	9,477	6,065	39	4,655	2,141
Softwood—						
Rough hewn and logs..	29,051	836,219	535,180	97,699	1,887,963	868,463
Sawn .. . . . . . . . . . .	13,557	545,020	348,813	4,783	206,320	94,907
Other .. . . . . . . . . . .	1,169	52,654	33,699	8,990	246,630	113,450
Railway sleepers, pieces..	64,456	115,056	73,636	53,247	105,465	48,514
Teakwood. . . . . . . . . . .	51	15,126	9,681	36	11,456	5,270
Masts, spars and poles. . . . .	....	1,716,998	1,098,879	....	541,077	248,895
Other .. . . . . . . . . . .	....	114,626	73,360	....	259,986	119,590
Total .. . . . . . . . . . .		3,531,304	2,260,035		3,331,173	1,532,337

As illustrated in the above table, import trade in 1929 and 1930 was concerned primarily with softwood logs, squares and boards, railway sleepers, and with masts, spars, and poles. While hardwoods are generally required in 4-inch by 12-inch planks rather than logs, softwood lumber is more often imported in logs and squares than in smaller sizes.

Pine varieties, among all other softwoods, are in the most common demand. Korean and Manchurian red and white pines are the principal woods obtained from domestic or nearby sources, while for similar purposes Oregon pine and Douglas fir are also used. Hemlock is practically unknown. When logs or large squares are not ordered, the call is usually for 4-inch by 12-inch planks in lengths averaging 12 feet, but occasional import orders specify the standard 1-inch by 12-inch boards.

Softwood lumber supplies are drawn principally from Japan, a proportion of such stocks presumably having been imported into that country from Canada, the United States, and other producing areas and held there for local use or transshipment to nearby markets such as Manchuria. At the same time, there are fairly large and regular importations into this market from Russian Pacific ports, the United States, and Korea. Hardwoods are drawn almost exclusively from Japan, while railway sleepers are customarily shipped from Korea. The large annual trade in masts, spars, and poles is fairly evenly divided between these two countries.

\* Not including rattan, bamboo, sandalwood, rosewood, etc.

Dairen, being the outstanding port of Manchuria, is the chief entrepôt for the lumber trade, with Antung second in importance and Newchwang a comparatively insignificant factor. Shipments of all types of lumber are steadily passing through Dairen, while the trade through Antung is more spasmodic and limited in variety. The latter port, however, is at the same time an important distributing centre for railway sleepers, poles, laths, and various grades of softwood boards.

Imports from Canada have been of very small extent. They have been made up principally of Douglas fir logs and of railway sleepers. A few years ago fairly substantial shipments were not uncommon, but there is to-day practically no direct purchase of the Canadian product by local importers. Some Canadian lumber undoubtedly finds its way into the market, having been purchased in Vancouver by agents of Japanese firms or drawn from stocks in Japan or Shanghai, but ordinary trade between Canadian shippers and local mills or distributors has almost ceased to exist.

EXPORTS OF LUMBER FROM MANCHURIA THROUGH SOUTHERN PORTS,  
1929 AND 1930

	1929		1930	
	Hk. Taels	Gold \$	Hk. Taels	Gold \$
Hardwood . . . . .	530,573	339,567	993,975	457,228
Softwood . . . . .	2,513,599	1,608,703	1,828,519	841,119
Piles, poles, etc. . . . .	109,713*	70,216	377,780†	173,779
Veneer . . . . .	165,379	105,837	113,923	52,404
Logs . . . . .	103,137	66,008	22,918	10,542
Other . . . . .	82,577	52,849	151,111	69,511
Total . . . . .	3,504,969	2,243,180	3,488,226	1,604,583

\* 59,710 pieces. † 169,007 pieces.

The above table illustrates roughly the composition and extent of Manchuria's export trade in lumber during 1929 and 1930. It will be seen that in each of these years softwood shipments made up over 50 per cent of the total values and those of hardwood the bulk of the remainder. The softwood trade has been largely to date that from Antung, the gold dollar export values for this port being \$1,557,085 in 1929 and \$810,878 in 1930 as compared with figures of \$43,149 and \$25,323 for Dairen and insignificant amounts for Newchwang. This trade from Antung is principally that in pine logs and the bulk of it is destined for Korea. There is also, however, an important and steady transshipment at Dairen of softwood logs and squares for the Chinese ports of Tientsin and Tsingtao. The export of hardwoods is more evenly divided between Antung and Dairen, with Japan, Korea, and North China being the principal destinations of outgoing cargoes.

MARKET CHARACTERISTICS AND OPPORTUNITIES FOR CANADIAN TRADE

It is indeed unusual, in current times, to find a substantial trade into any market in products which can be quite economically produced within the country itself, but Manchuria's import trade in lumber undoubtedly falls into this category. Three principal reasons have led to this result: firstly, the country's rapid rise to industrial and trading prominence, following the establishment of its production and export trade in soya beans and their products and a concentration on this one type of business to the exclusion of many others; secondly, the dependence of consumers of lumber and its products on Japanese import and distributing firms who have been well situated to arrange supplies from outside sources; and, thirdly, the obstacles offered to the investment of capital and the insecurity of plants and equipment, resulting from the practices of unstable and, at times, unscrupulous governments.



The above brief outline of Manchuria's resources leads one to the opinion that with more enlightened government and a diversification of industry this territory, as a market for imported lumber, will undoubtedly become of less importance than it has been or than it is at present. Events which are now taking place appear to justify the opinion that the change is now under way. Even as it remains to-day, however, and may for some time, Manchuria is a buyer of Douglas fir squares and planks for rough construction, house building, the manufacture of railway freight cars and general industrial uses, of hardwoods for furniture manufacturing and interior work in houses, public buildings and railway passenger cars, and of railway sleepers for replacement and a certain amount of new construction.

The lumber trade, along with many others, is dull—a result of general conditions throughout the country—and the import of lumber from Canada is hindered by low exchange values of silver and yen currency. Such softwoods as are now being imported are to a considerable extent from stands in Japan's northern islands and from Soviet forests both on the mainland north of Vladivostok and on Saghalien. Prices on these supplies are currently much below those of Canadian woods, and it does not appear that, regardless of fluctuations in demand, the prospects of enjoying a revival or an increase in exports to this market can be considered as favourable. The whole economic future of Manchuria, however, is at the moment clouded in uncertainty, and it may conceivably develop that an import trade in lumber such as formerly existed, and as now exists in the adjacent territory of North China, will again take form and provide an outlet for surplus Canadian production.

## PRICE SITUATION OF UNITED STATES AGRICULTURAL PRODUCTS\*

M. J. VECHSLER, ASSISTANT TRADE COMMISSIONER

New York City, August 3, 1932.—General average prices of farm products received by producers in June of this year were 35 per cent below those of last year and 52 per cent of the 1910-14 average. On July 1 farm wages were 29 per cent below those of last year and 87 per cent of the pre-war average, farm workers receiving the lowest monetary remuneration recorded since 1902. Business conditions in June generally declined still further, industrial production being somewhat lower. Steel production at this time declined to the lowest level in the history of the industry.

The United States Department of Agriculture in a recent survey states that present prospects indicate that the wheat crop in the Northern Hemisphere (excluding Russia and China) is likely to be nearly as large as that of last year. It states that there is reason to expect that the world will again have abundant wheat supplies from the new crop and a world carry over only a little smaller than the record carry over of last year. Supplies from Russia, however, are expected to be much smaller than in 1931.

The new corn crop has been developing favourably, but the extremely low prices are resulting in continued small receipts. The United States average farm price as of mid-June was 29.4 cents per bushel compared with 30.2 cents the month previous and 53.8 cents for June, 1931. There has been some increase in corn acreage over that of last year, the July 1 estimate being 108,609,000 acres as compared with 105,100,000 last year.

The July 1 estimated United States potato crop of 378,000,000 bushels is about the same as last season's crop and about 5 per cent above the 1924-28 average. The average farm price of potatoes declined from 47 cents per bushel

\* Summary as of July 15, 1932.

on May 15 to 44.4 cents per bushel on June 15, compared with 75.3 cents a year ago.

The forecast of rice production of July 1 is for a 16 per cent reduction of that of last year, when the production was 10,340,000 barrels. This decline, however, is largely offset by a large carry over.

Hog prices, as a result of unusually large seasonal reductions in slaughter supplies, advanced sharply during June and July. There are indications for larger supplies this summer than a year earlier, but those for this fall and winter are expected to be somewhat smaller. Hog prices were at the lowest level in thirty-five years during the three weeks prior to June 12, the average at Chicago for the week ended May 28 being only \$3.19 a hundred. The seasonal advance in cattle prices which began during the middle of May continued through June and the first week in July. Prices of the better grades of slaughter steers at the latter time were above those of the previous year for the first time since the spring of 1930. Stocker and feeder shipments were 20 per cent below those of June, 1931, making the total for the first six months of the year 31 per cent smaller than in the first half of last year. The number of cattle now on feed apparently is much smaller than a year ago, and market supplies of fed cattle, especially the better grades, are expected to be considerably smaller during the next two months than in the corresponding period last year.

Production of creamery butter in May was about the same as a year earlier. The movement of butter into storage has been light and the general decline in butter prices continued during June, followed by a slight improvement early in July. The farm price of butter fat on June 15 of 14.6 cents was 1.7 cent less than a month earlier and 5.9 cents less than a year earlier. Cheese production continues lower than a year ago and less surplus milk in the fluid milk sections is being used for cheese production. The storage demand and consumptive demand has been greatly curtailed, owing to the decline in business activity and payrolls, and cheese prices have fallen at a time when there is usually little seasonal change in price. Storage holdings of eggs are now the lowest on record for this season of the year. Wholesale prices declined slightly during June as receipts failed to register their usual seasonal decrease. The average farm price of eggs, however, increased slightly from mid-May to mid-June. Though receipts of chickens have been below those of last year, storage stocks are greater. Consumption, in spite of present low prices, is below that of last year. Farm prices declined seasonally from 12.2 cents on May 15 to 11.4 cents a pound on June 15, which was 4.7 cents below the price in June last year.

Lamb prices fluctuated widely during June. The downward trend, begun in mid-April, was checked early in June, when a sharp advance occurred. This advance was brief, and by the end of the month they had again fallen to late-May levels. Prices again advanced early in July.

Prices of wool in the Boston market are now the lowest since 1897. Farm prices on June 15 averaged 7.2 cents per pound for the United States. The June 15 farm price was only 40 per cent of the 1910-14 average. Owing to the reported fairly heavy losses of sheep during the winter and spring just passed and generally lighter fleeces, the United States Department of Agriculture reports that it seems probable that the upward trend in wool production in the United States will be checked this year, notwithstanding the fact that sheep numbers on January 1, 1932, exceeded the number at the same date of the preceding year by 2 per cent. It is further stated that the 1931-32 cotton year is ending with restricted current consumption. The carry over of American cotton will be the largest on record and in excess of the year's total consumption, but the acreage of the new crop is materially reduced. The Crop Reporting Board estimated the acreage in cotton on July 1 at 37,290,000 acres—23.5 per cent below the record acreage in 1926, and the lowest since 1922.



EXPORTS FROM CANADA TO THE UNITED STATES OF PRINCIPAL COMMODITIES SUCH AS ARE PRODUCED ON CANADIAN FARMS OR MANUFACTURED DIRECTLY FROM SUCH FARM PRODUCTS, DURING THE MONTH OF JULY, IN EACH YEAR, 1920, 1929, 1930, 1931 AND 1932; WITH UNITED STATES TARIFF RATES IN FORCE

(COMPILED BY THE EXTERNAL TRADE BRANCH, DOMINION BUREAU OF STATISTICS; AND THE FOREIGN TARIFFS DIVISION)

Commodities	Month of July					United States Tariff		
	1920	1929	1930	1931	1932	July, 1920	July, 1929	July, 1930, 1931 and 1932
Animals (except for improvement of Stock)—								
Cattle.....	18,321	25,706	7,457	3,943	784	Free	Less than 1,050 lbs, 1½c. per lb., heavier 2c. lb.	Less than 700 lbs, 2½c. per lb., heavier 3c. lb.
Horses.....	1,352,097	1,116,682	203,588	106,766	25,740	10% ad val.	Up to \$150, \$30; higher 20% ad val.	Up to \$150, \$20; valued higher 20% ad val.
Poultry.....	94,863	7,243	13,301	8,875	17,012	1c. per lb.	3c. per lb.	8c. per lb.
Sheep.....	24,231	39,765	4,337	1,275	491	Free	\$2 per head	\$3 per head.
Fruits—								
Apples, green or ripe.....	2	60				10c. bush, 50 lb.	25c. bush, 50 lb.	25c. bush, 50 lb.
Apples, dried.....	15					1c. lb.	2c. per lb.	2c. per lb.
Berries, fresh.....						1c. per lb.	1½c. per lb.	1½c. per lb.
Grains—								
Barley.....	31,156	450,148	623,651	650,120	938,593	1c. per lb.	1c. per lb.	1c. per lb.
Beans.....	1,348			74	21	15c. bush, 48 lb.	20c. bush, 48 lb.	20c. bush, 48 lb.
Buckwheat.....	5,914	37	1,553	723	10	25c. bush, 60 lb.	1½c. per lb.	3c. per lb.
Oats.....	144,761	134	1,311	687	46	Free	10c. per 100 lb.	25c. per 100 lb.
Peas, whole.....	160,030	338	383,702	137	3,214	6c. bush, 32 lb.	15c. bush, 32 lb.	16c. bush, 32 lb.
Peas, split.....	78	265	115,493	45	879	1c. per lb.	1c. per lb.	1½c. per lb.
Rye.....	19,876	36	6		1,300	20c. bush, 60 lb.	1½c. per lb.	2½c. per lb.
Wheat.....	31,213	509,785	1,261,620	57,083		Free	15c. bush, 56 lb.	15c. bush, 56 lb.
Grain Products—								
Bran, shorts and middlings.....	1,212	344,354	358,809	203,449	42,340	Free if wheat products, otherwise 15% ad val.	7½% ad val. if from wheat; otherwise 15% ad val.	10% ad val.
Wheat flour.....	29,682	423,975	365,756	121,047	21,116	Free	\$1.04 per 100 lb.	\$1.04 per 100 lb.
Meats—								
Bacon, hams, shoulders and sides.....	1,080	1,272	763	735	946	Free	2c. per lb.	3½c. per lb.
Beef, fresh, chilled or frozen.....	18,043	38,168	36,801	28,034	27,685	Free	3c. per lb.	6c. per lb.
Mutton and lamb, fresh, chilled or frozen.....	2,097	461,715	52,372	4,154	5,583	Free	Mutton 2½c. per lb.; lamb 4c. per lb.	Mutton 5c. per lb.; lamb 7c. per lb.

Pork, fresh, chilled or frozen.....	Cwt. \$	261	254	3.816	Free.....	3c. per lb.	2½c. per lb.
Pork, dry-salted and pickled.....	Cwt. \$	9,008	5,650	45,134	Free.....	2c. per lb.	3½c. per lb.
Poultry, dressed or undressed.....	Lb. \$	2,275	2,444	11,690	Free.....	6c. per lb.	10c. per lb.
Other meats, including canned meats, but excluding extracts.....	Cwt. \$	62	161	5,092	2c. per lb.	20% ad val.	6c. lb. but not less than 20% ad val.
Milk and milk products—							
Butter.....	Cwt. \$	17	45	342	Free.....	12c. per lb.	14c. per lb.
Cheese.....	Cwt. \$	622	1,188	2,839	2½ c. per lb.	*5c. per lb. but not less than 25% ad val.	7c. lb. but not less than 35% ad val.
Cream.....	†Gal. \$	11,664	16,620	41,048	Free.....	30c. per gal. †	56% per gal. †
Milk, fresh.....	†Gal. \$	221,031	136,315	9,023	Free.....	3½c. per gal. †	6½c. per gal. †
Milk, condensed and evaporated.....	Cwt. \$	337,049	247,128	14,539	Free.....	1c.-1½c. lb.	1½c.-2½c. lb.
Milk powder.....	Cwt. \$	284,993	198,204	65	Free.....	3c. lb.	6½c. lb.
Seeds—							
Clover seed, alsike.....	Bush \$	39	492	271	Free.....	4c. per lb.	8c. per lb.
Clover seed, alfalfa and red.....	Bush \$	887	15,643	42	Free.....	4c. per lb.	8c. per lb.
Clover seed, other.....	Bush \$	417	67	204	Free.....	1c.-3c. per lb.	2c.-6c. per lb.
Flaxseed.....	Bush \$	2,220	263	20c.	bush, 56 lb.	56c. bush., 56 lb.	65c. bush., 56 lb.
Grass seed.....	Bush \$	79,504	69	42	Free.....	2c. per lb.	2c. per lb.
Vegetables—							
Potatoes.....	Bush \$	281,782	228	608	Free.....	50c. per 100 lb.	75c. per 100 lb.
Sugar beets.....	†Ton \$	69,235	24	299	5% ad val.	80c. per ton, 2,240 lb.	80c. ton, 2,000 lb.
Miscellaneous Products—							
Eggs.....	Doz. \$	25	86	Free.....	15% ad val.	12c. per 100 lb.	25c. per 100 lb.
Hay.....	†Ton \$	40	22	Free.....	Free.....	8c. per doz.	10c. per doz.
Maple sugar.....	Lb. \$	6,834	65	309	\$2 ton, 2,240 lb.	\$4 ton, 2,240 lb.	\$5 ton, 2,000 lb.
Tallow.....	Cwt. \$	26,393	1,740	1,784	3c. per lb.	4c. per lb.	8c. per lb. (6c. per lb. since March 7, 1931).
Wool.....	Lb. \$	630,861	15,565	380,082	Free.....	3c. per lb.	4c. per lb.
Total value of above commodities.....	\$	2,571,779	2,402,610	75,435	Free.....	12c.-13c. per lb.	24c.-37c. per lb.

Some wools free in bond for certain manufacturing.

† United States gallon equals about five-sixths of the Canadian gallon.



## CROP PROSPECTS IN THE UNITED STATES

M. J. VECHSLER, ASSISTANT TRADE COMMISSIONER

New York, August 11, 1932.—A United States total wheat crop of 722,687,000 bushels for this year, approximately 171,000,000 bushels under the 1931 production of 894,000,000 bushels, was forecast by the Crop Reporting Board of the Department of Agriculture to-day, based on conditions as of August 1. The average production of all wheat for the five-year period 1924-28 was 829,000,000 bushels.

The report held that crop yields per acre are now expected to average 6.5 per cent below those of last season and 4.6 per cent below the average of the ten years 1919-28. Rice and sugar cane were given as the only crops showing prospects for yields materially above the usual average. The cotton crop seems likely to be the smallest harvested since 1923; the tobacco crop the smallest but one since 1913, and the wheat crop the smallest but one since 1917.

Corn, oats, barley, and grain sorghum show prospects for nearly average yields on an increased acreage, and the total tonnage of these feed grains is expected by the United States Department of Agriculture to be about equal to the production in 1925 and 1928 and well above the production in any other year since 1920.

Corn prospects during July declined in nearly all sections except in the eastern corn belt, but because of the very large acreage production forecast is 7 per cent above average.

The department's forecast of winter wheat production, which is practically all harvested, is 441,788,000 bushels as compared with 789,000,000 bushels harvested last year and the five-year (1924-28) average production of 549,000,000 bushels.

Indicated production of all spring wheat was placed at 280,899,000 bushels, a reduction of about 8 per cent. Indicated production of durum wheat was given at 51,095,000 bushels with condition of 71.7 per cent of normal as compared with 18,000,000 last year. Oat production is forecast at 1,214,733,000 bushels with condition about 75.3 per cent of normal as against a harvest last year of 1,112,000,000 bushels. Barley production is estimated at 303,000,000 bushels with condition 73.6 per cent of normal as against a harvest last year of 198,000,000 bushels. Estimates of rye production are 42,500,000 bushels as compared with 32,500,000 bushels last year. Flax seed production is now estimated at 15,800,000 bushels as against 11,100,000 bushels harvested last year. Condition was said to be 61.3 per cent of normal.

Tobacco is estimated to yield 1,019,975,000 pounds as compared with 1,601,000,000 pounds last year; the estimate is for the smallest crop but one since 1913.

## PLYWOOD MARKET IN SCOTLAND

G. B. JOHNSON, CANADIAN TRADE COMMISSIONER

Glasgow, July 28, 1932.—Taking a long view, there should be a good future in this market for Canadian plywood provided it is of equal grade and manufacture to that produced in the United States and competitive in price. The quality normally shipped from the Pacific Coast States represents the standard, which is high.

The use of plywood in this country is continually growing. Imports into the United Kingdom have risen from £2,000 in 1909 to over £2,000,000 in 1931. (No separate statistics for Scotland are published.) The big consumption is

plywood of Douglas fir (Oregon pine), mahogany, and in Russian and Finnish alder and birch; a great variety of other woods is also used. Shipbuilders have normally been the principal users. They employ it for bulkheading ( $\frac{7}{8}$ -inch to 1-inch multiple ply for walls and  $\frac{3}{4}$ -inch for ceilings). Gaboon (West Africa) mahogany plywood, imported from France, Germany, Holland, and Sweden, was formerly used, but the decidedly lower prices in the case of Oregon pine have enabled United States manufacturers to obtain the bulk of this business. As a rule, bulkheading is enamelled white.

Speaking broadly, there is no plywood industry in Britain. It is true that there are a few small mills in the South sometimes engaged in special work in fancy woods, but these do not really count as plywood producers, so that practically all the plywood used is imported from abroad.

Another large outlet for plywood is in panelling for doors for housing; this industry is brisk throughout the country.

Douglas fir plywood is liked because of its large sizes and freedom from knots, and there is no question that the trade here would welcome Canadian supplies, rather than those from foreign countries, so long as the quality is satisfactory and prices are no higher.

## CONCENTRATED APPLE JUICE MARKET IN THE WEST OF ENGLAND

DOUGLAS S. COLE, CANADIAN TRADE COMMISSIONER

Bristol, July 28, 1932.—The English apple crop this year is very "patchy" and disappointing to the growers. Taking all districts together the output, undoubtedly, will be below that of last year.

The French crop, which earlier in the season was promising, has deteriorated in recent weeks and is likely to be smaller than last year. However, stocks of cider in France from last year's crop are large, and considerable quantities have been sold for shipment to West of England cider manufacturers. At least 250,000 gallons have been imported through the Port of Bristol in the last twelve months.

### ENGLISH CIDER PRODUCTION

Reports from the country districts indicate that English cider makers are taking steps to increase their production during the coming season. In the past home production has been limited through lack of storage facilities, but during the past few months cider makers have been putting down new vats. Owing to the very heavy beer duties, the consumption of cider has been growing continuously.

Keeping in mind the above factors, it is estimated that crushings in England will be 50 per cent over those of last year. Apples will be obtained from English orchards, supplemented by imports from France, Ireland, Belgium and Germany.

### IMPORTS OF CIDER AND CONCENTRATED APPLE JUICE

English makers prefer to produce their own cider from the apples, but generally domestic stocks are insufficient to carry them through, and in recent years considerable stocks of French cider, as well as Canadian concentrated apple juice, have been imported to blend with their own stocks.

The greatest difficulty that Canadian producers have encountered has been that of estimating the probable consumption of cider during the coming season. There is some prospect of imports of concentrated apple juice from Russia coming on the English market, and a certain quantity of Russian cider was distributed during the 1931-32 season by Arcos, the Russian trading organization in London, and sold at any price which would command a sale.



## SHIPPING AND PACKING

Facilities for the shipment of cider to this market are particularly favourable to French exporters who ship in small cargo lots, the rate being fixed to include the return of empty casks to the port of shipment. The casks, usually of 130 gallons each, are unloaded into motor trucks at Bristol and sent to the West of England cider manufacturers by road transport. Russia, on the other hand, has shipped cider up to the present time in small casks of 40 to 50 gallons, and it is understood they are sold cooperage included.

## PRICES\*

This year French cider has been purchased as low as 50 francs per hectolitre (1 hectolitre equivalent to 22 Imperial gallons). Owing to shortage of supplies, prices have recently increased to 67 francs f.o.b. French seaport, shippers' casks on loan. This works out at present exchange to about 8d. (13·67 cents) per gallon. The shipping rate is 18s. per ton from French seaboard to the port of Bristol, and this amount includes unloading charges at Bristol and dock dues. The gross weight of a cask holding 130 gallons is 1,550 pounds. This works out to 1·89 cents per gallon. Other additional charges are 2s. 6d. per cask, or 0·4 cent per gallon, for return shipment, and 10 per cent ad valorem duty. Thus price delivered warehouse Bristol is about 17·51 cents per gallon.

Russian cider, it is believed, has been sold at 6d. (10·25 cents) per gallon ex quay.

Reports indicate that the Canadian crop this year may be considerably smaller than in 1931, and for this reason Canadian prices may be somewhat higher. A price of 3s. to the Canadian exporter c.i.f. United Kingdom port would bring him 61½ cents per gallon.

## DRIED APPLE WASTE OR POMMACE

The Bristol office has received inquiries for dried apple waste or pommace, and quotations with samples would be placed before interested importers in this territory. The opportunity at the present time is an excellent one in view of the 10 per cent ad valorem duty on foreign imports and the superior quality of the Canadian product. It has been impossible in recent months to obtain supplies from Canada. A large shipment of United States pommace has been imported by one firm; the price paid was \$1.10 per 100 pounds, c.i.f. Bristol, package included. Apple waste is shipped in bags of 112 pounds.

It is hoped that by this autumn Canadian firms will be in a position to offer, and with the present exchange, plus tariff advantage, some business should result.

## TRADE OF THE PORT OF BRISTOL, 1931-32

DOUGLAS S. COLE, CANADIAN TRADE COMMISSIONER

Bristol, July 15, 1932.—Notwithstanding the unfavourable general situation, the imports in the aggregate at the Port of Bristol—foreign and coastwise—constituted a record for the port, largely due to the increased trade in grain and feeding stuffs. Liner services trading to Avonmouth show a decline.

The total net register tonnage from foreign ports with cargoes was 2,600,676 tons, the number of vessels being 1,122. There was an improvement of some 20,000 tons at Avonmouth and 7,000 tons at the City Docks, but the tonnage at

\* Exchange calculated at \$4.10 to the £.

Portishead decreased considerably during the year. Coastwise traffic with 5,808 vessels and a tonnage of 809,765 showed a slight increase.

#### PRINCIPAL IMPORTS

The total movement of merchandise—foreign and coastwise—into the Port of Bristol was 3,372,353 tons in 1932 as against 3,222,442 tons and 3,096,370 tons in 1931 and 1930 respectively. The most noteworthy feature was the heavy imports of grain, which amounted to 995,667 tons and constituted a record for the port. Practically the whole of the grain was dealt with at the Avonmouth Docks. The following table shows the imports of grain for the past five fiscal years:—

	Tons Total	Tons Inc. or Dec.
1928 .....	886,621	147,307
1929 .....	837,414	49,207
1930 .....	732,091	105,323
1931 .....	855,093	123,002
1932 .....	995,677	140,584

#### OTHER FOODSTUFFS

Direct imports of sugar decreased from over 11,000 tons in 1931 to 8,500 tons in 1932, but the coastwise receipts increased from 17,800 tons to 26,700 tons. Imports of bacon, butter, cheese, and lard in the aggregate increased from 19,000 tons to 21,700 tons, frozen meat imports increased from 8,000 to 8,300 tons.

Bristol is an important distribution centre for fruit. The banana trade is important and in 1932 established a record with 7,143,206 bunches.

#### TOBACCO

Imports of tobacco into the port of Bristol for the fiscal years 1928 to 1932 inclusive were:—

	Foreign Tons	Coastwise Tons	Total Tons
1928 .....	23,825	932	24,757
1929 .....	24,607	1,411	26,018
1930 .....	27,367	1,667	29,034
1931 .....	27,840	645	28,485
1932 .....	29,962	1,285	31,247

#### PETROLEUM PRODUCTS

The Port of Bristol has always been a large distributing centre for petroleum products and during this last year surpassed the 1931 figures of 586,000 tons with 589,000 tons. Bristol is the third port in the country for imports of refined petroleum products.

#### EXPORTS

The exports of the Port of Bristol are very small, this being primarily a distribution centre for imported goods. Foreign exports decreased from 103,000 tons in 1931 to 86,000 tons in 1932. On the other hand, coastwise shipments increased slightly from 408,000 tons to 425,000 tons. The decline in shipments of galvanized iron to Australia and New Zealand seriously affected the trade, while exports to other parts suffered in common with the general export trade of the United Kingdom.

The increase in coastwise shipments is due to the increasing use that is being made of the port for the distribution of petroleum, and to an increase in the quantity of imported grain distributed coastwise.



## UNITED KINGDOM IMPORTS OF CANNED SALMON

G. A. NEWMAN, ASSISTANT TRADE COMMISSIONER

London, July 20, 1932.—According to figures compiled from official statistics, United Kingdom imports of canned salmon for the April-June quarter of this year as compared with the corresponding period of last year were as follows:—

	2nd Quarter	
	1932	1931
	Cwts.	Cwts.
Canada . . . . .	29,032	59,369
United States . . . . .	16,835	19,030
Russia . . . . .	3,190	2,142
Other countries . . . . .	12,113	16,655
Total imports . . . . .	61,170	97,196

The feature of the canned salmon market during the past quarter has been the new low levels reached in prices for red Alaska tall. During the previous quarter, spot prices circulated in London quoted red Alaska tall at 49s. to 52s. However, in the latter part of May offers were made at 40s. to 41s. 7½d. per case c.i.f., and first-class packs were obtainable at about 45s. per case, duty paid. In June prices were further reduced and sales were made at 34s. 6d. per case c.i.f., and the most recent reports state that some 15,000 to 20,000 cases were sold at 32s. c.i.f. In consequence of this market uncertainty buying has been cautious and interest in other varieties almost negligible.

Spot quotations for salmon circulated in the trade under date of July 6 listed the following prices:—

	s. d.	s. d.
Sockeye, ½-lb. flats . . . . .	55 0	to 60 0
Kamchatka red, ½-lb. flats . . . . .	55 0	to 60 0
Medium red, ½-lb. flats . . . . .	36 0	to 39 0
Pink, ½-lb. flats . . . . .	18 6	to 22 6
Kamchatka red, 1-lb. flats . . . . .	50 0	to 54 0
Kamchatka silver, 1-lb. flats . . . . .	37 6	to 39 6
Red Alaska, 1-lb. tall . . . . .	39 6	
Medium red, 1-lb. tall . . . . .	25 0	to 30 0
Pink, 1-lb. tall . . . . .	14 0	to 15 0

According to a well-known firm in the trade, Siberian halves have been offered at 40s. c.i.f., and the general range of prices for this particular product was from 40s. to 47s. spot, according to quality. A fair inquiry for pink tall was recorded at prices ranging from 13s. 6d. to 15s. spot, and pink halves at from 17s. to 18s. spot.

The trade in canned salmon—new pack—has shown an increase over last year in Scotland, and it is estimated that the increase is almost equal to 300 per cent. This might be further added to, but packers have been unwilling to accept any further business until the completion of the pack, as the orders on hand are expected to be equivalent to the pack.

## CANNED FRUIT IMPORTS INTO THE UNITED KINGDOM

G. A. NEWMAN, ASSISTANT TRADE COMMISSIONER

London, August 4, 1932.—According to estimates compiled from the statistics of the Empire Marketing Board, imports of fruits of interest to Canada during the approximate second quarter (April 2 to June 25) of this year were as follows:—

*Pears.*—Approximate total, 320,359 cases (first quarter, 311,890 cases). Of these the United States supplied 227,369 cases, Australia 87,174 cases, South Africa 17,993 cases, Canada 6,415 cases, and other countries 1,358 cases.

*Peaches*.—Approximate total, 266,459 cases (first quarter, 226,462 cases), of which the United States supplied 176,162 cases, Australia 86,961 cases, Canada 80 cases, and other countries 3,266 cases.

*Gallon Apples*.—Approximate total, 85,410 cases (first quarter, 114,996 cases), of which the United States supplied 59,652 cases, Australia 23,453 cases, and Canada 2,305 cases.

*Loganberries*.—Approximate total, 18,548 cases (first quarter, 15,808 cases), of which the United States supplied 28,519 cases, Australia 325 cases, and Canada 100 cases.

According to the trade, Californian peaches, which under Pool control were being offered at about 7s. 6d. c.i.f. for standards, have recently been on the market at 6s. 3d. c.i.f. following the announcement that the Peach Pool had been definitely discontinued. On the other hand, Australian peaches (standard) have been selling at 8s.

For pears, spot prices have recently been quoted at from 10s. to 10s. 3d. for 2½'s choice, from 9s. to 9s. 6d. for standards, and from 8s. to 9s. for seconds.

Imported gallon apples appear to be very scarce on the market. Duty-paid spot prices for United States pack have been quoted at from 26s. to 27s. per case. Brokers reported that Australian gallon apples—of which it will be noted above some 23,453 cases were imported during the quarter—were on the market at about 20s. per case. English pack gallon apples were being quoted at about 23s., and some business in Russian was being done at about 19s. to 20s., although at present all types of apples appear to be scarce. It is stated by one important brokerage firm that a percentage of American pack of gallon apples this year will be sweetened in order to avoid the 25 per cent duty on non-sweetened canned fruits.

In regard to loganberries, while it was admitted that Canadian berries were of high quality and comparable to the home product which has been quoted recently at 9s. per dozen delivered for a minimum of 7-case lots, dealers were nevertheless of the opinion that Canadian prices were somewhat too high. They pointed out that United States loganberries were being offered at about 6s. 3d. c.i.f. According to the market advice of one well-known canned goods firm on June 29, No. 2's new pack loganberries (United States) were available at 6s. c.i.f. for choice and about 6s. 9d. for fancy.

A new feature in the canned goods trade has been the arrival in past weeks from Canada of a few cases of canned blueberries, more commonly known in this country as bilberries. The prices quoted for new pack are regarded as excessive, and brokers suggest that to be at all marketable the product should be offered at about 22s. 6d. c.i.f. London. These berries, it is stated, might be supplied successfully in gallon tins holding about seven pounds to the tin, six tins to a case.

With regard to Scotland, the Canadian Trade Commissioner for that territory advises that during the past quarter there have been very small sales of canned fruit due to the fact that the best parcels were cleared in Canada during the end of last year. It is anticipated, however, that when the new packs are ready there should be a good market for canned apples and canned pears.

It is also pointed out that the dollar exchange has had an important effect on Canadian canned goods. In the case of fruits and other goods in which the competition is mainly against the United States, the effect has been favourable to Canada, but in the case of canned vegetables, which are now being packed in England, the fall in sterling has had the opposite effect.

The attention of Canadian canned goods shippers is drawn to two recent reports issued by the Empire Marketing Board, viz. *Canned and Dried Fruit Supplies in 1931* and *The Demand for Canned Vegetables*. Both these booklets can be obtained from H.M. Stationery Office, Adastral House, Kingsway, London, W.C. 2, at the price of one shilling each.



## INCREASE IN DOMESTIC PRODUCTION

According to data supplied by the Empire Marketing Board, there have been two important developments in recent years. One is the rapid increase of home production of canned fruits and vegetables, and the other is the marked increase of canned fruit imports in 1931 over 1930.

It is stated that since 1927, when there were some twenty-three factories engaged in the canning of fruit and vegetables, the number of factories has increased to fifty-nine, of which thirty-eight were registered packers under the "National Mark." Fruits canned are usually those which are not imported in large quantities, e.g. the various types of berry products. Vegetables, peas, and baked beans are the major products canned.

With regard to imports of canned fruits, it is estimated that in 1931 the imports of canned fruits preserved in thin syrup reached the record figure of 2,973,400 cwts. with a declared value of approximately £5,500,000. Of this total, pineapples accounted for 26·2 per cent, pears 25·2 per cent, peaches 24·9 per cent, fruit salad 9 or 10 per cent, and apricots about 7·2 per cent. Compared with the 1930 imports, peaches showed an increase of 21 per cent and pears of nearly 50 per cent.

Nevertheless, in spite of this greatly expanded market for canned fruit and vegetables, it is noted that supplies of Empire products—including Canadian canned goods—remained almost stationary.

## IMPORTS OF MOTOR VEHICLES INTO INDIA, 1931-32

Mr. R. T. Young, Canadian Trade Commissioner in Calcutta, writes under date July 8, 1932, that the trade returns for the fiscal year ended March 31, 1932, show that imports of motor cars into India declined heavily as compared with the previous twelve months. For the twelve months ended March 31, 1931, imports were 12,601 cars as compared with 7,222 cars in the period under review, while the value showed a decline from Rs.25,700,000 to Rs.14,900,000.

Imports from the United Kingdom dropped from 2,885 cars to 2,178 cars, those from the United States from 5,098 to 3,368, from Canada from 3,250 to 676 cars, and from Italy from 917 to 510. Of the total imports from all countries, 3,325 cars came into Bombay, 1,801 into Bengal, 824 into Sind, 860 into Madras, and 410 into Burma.

In the commercial vehicles class—that is, buses, trucks, and lorries—imports decreased from 8,193 (Rs.14,100,000) in 1930-31 to 4,320 (Rs.6,600,000) in 1931-32. Of these, the United States is credited with 3,226 as against 6,197 in the previous twelve months, and Canada 598 as against 2,297; while, on the other hand, the United Kingdom's contribution showed an increase of 177 over the previous twelve months, or a total of 435.

As is customary, the United Kingdom still maintained the monopoly of the motor cycle trade, but total imports show a heavy decline from 1,501 to 926.

## CUBAN CONSUMPTION TAX ON WHEAT FLOUR

Mr. James Cormack, Canadian Trade Commissioner in Havana, writes under date August 2 that a Cuban law published on August 1, 1932, effective immediately, imposes a consumption tax of one-half cent per pound on all wheat flour imported into Cuba. This tax will be collected at the Customs House at the same time as import duties.

## TRADE OF THE NETHERLANDS FOR THE FIRST HALF OF 1932

RICHARD P. BOWER, ASSISTANT TRADE COMMISSIONER

[One metric ton equals 2,205 pounds; one florin equals \$0.402 Canadian at par]

Rotterdam, July 23, 1932.—The official Dutch statistics covering the trade of the country for the first six months of 1932 show a continued decline. The total trade for the period amounted to 1,096,000,000 fl.—the smallest recorded since the war. The figures for the corresponding period in 1931 and 1930 were 1,664,000,000 fl. and 2,156,000,000 fl. respectively.

The following table shows the trade by quarters since the beginning of 1931, as well as indicating the extent of the adverse balance of payments per quarter:—

	Import		Export		Excess of Imports over Exports	
	Weight	Value	Weight	Value	Weight	Value
	In Millions of Kilos and Millions of Guilders					
1st quarter, 1931.. . . . .	6,842	494	4,038	344	2,804	150
2nd quarter, 1931.. . . . .	7,423	492	4,235	334	3,188	158
3rd quarter, 1931.. . . . .	8,120	466	4,527	342	3,593	124
4th quarter, 1931.. . . . .	7,514	441	4,019	293	3,495	148
Total, 1931 .. . . . .	29,899	1,893	16,819	1,313	13,080	580
1st quarter, 1932.. . . . .	5,840	356	3,428	218	2,412	138
2nd quarter, 1932.. . . . .	5,897	321	3,430	200	2,467	121
Total for first six months..	11,737	677	6,858	418	4,879	259

It will be noted that the unfavourable balance of trade has declined. This implies a greater reduction in imports than in exports, which is in part due to import restrictions but to a greater degree to diminished purchasing power. Quantitatively both imports and exports showed improvement during the last quarter, but values declined. Imports of yarns and textiles decreased in value from 124,000,000 fl. in the first half of 1931 to 98,000,000 fl. in the corresponding period of this year; quantities were practically the same.

### TRADE WITH GERMANY

For the first six months of 1931, Holland imported from Germany 6,711,439 metric tons of merchandise valued at 375,126,045 fl., and for the corresponding period of this year 4,860,424 tons valued at 285,621,801 fl. While decreases occurred in every category, the most important were in coal, coke, and briquettes, imports of which were valued at 43,000,000 fl. for the first half of 1931 and 24,600,000 fl. for the same period of 1932. Imports of iron and steel products fell from 36,800,000 fl. to 18,200,000 fl.; of manufactured goods from 20,600,000 fl. to 16,400,000 fl.; of clothing from 25,200,000 fl. to 18,900,000 fl.; and of machinery from 35,900,000 fl. to 23,000,000 fl. Decreases were also shown in raw cotton, lime, trass, stone, artificial fertilizer, chemical products and dyes, lumber and wood products, yarns, pottery, glass, and paper.

Dutch exports to Germany, while showing a substantial decrease, were on the whole better maintained than the imports from that country. Exports for the first half of 1932 amounted to 1,374,822 metric tons valued at 110,721,473 fl. compared with 1,388,980 tons valued at 142,121,042 fl. for the same period in 1931.

Several of the more important exports to Germany have suffered severe setbacks as far as values are concerned; in some cases the quantities increased. For example, in the first half of 1931 Holland shipped 32,600 tons of eggs to Germany valued at 18,400,000 fl. For the same period of this year the figures were 41,800 tons and 16,200,000 fl. For fresh vegetables the figures were 103,700 tons (17,100,000 fl.) and 114,800 tons (12,400,000 fl.).



Exports of butter fell from 13,600,000 fl. for the first half of 1931 to 4,200,000 fl. for the same period of this year. Exports of cheese fell from 10,800,000 fl. to 6,800,000 fl., while similar trends occurred in fish, fresh meat, and coal.

The adverse balance of trade with Germany decreased from 176,000,000 fl. in the first half of 1931 to 111,000,000 fl. for the same period of this year, so that the percentage of imports covered by exports rose from 44.1 to 46.

#### BELGIUM AND LUXEMBURG

Imports from these territories decreased from 1,853,000 metric tons valued at 100,000,000 fl. in the first half of 1931 to 1,800,000 tons at 70,000,000 fl. in that of 1932.

While the imports from Germany all showed declines in quantity and value, the figures for Belgium are more satisfactory. The imports of artificial fertilizer, which amounted to 130,300 tons (3,500,000 fl.) in the first half of 1931, increased to 218,200 tons (5,300,000 fl.) for the same period in 1932. Imports of coal increased from 200,400 tons to 217,300 tons, though the value fell from 3,500,000 fl. to 2,900,000 fl.

Decreases in both the quantity and value of imports were recorded under lime, iron and steel products, hides, automobiles, machinery, chemical products, yarns, and textiles.

Exports to Belgium during the period under review decreased from 2,940,000 metric tons (89,000,000 fl.) in 1931 to 2,313,000 tons (58,000,000 fl.) in 1932. Decreases occurred principally among the following commodities (figures are given in millions of guilders, those in parentheses applying to the first six months of 1931): fresh meat, 3.1 (6.2); butter, 1.3 (3.6); cheese, 3.9 (5.6); potatoes, 2.2 (3.3); coal, 9.5 (13.5).

Among other products affected were wheat, rye, plant oils, and hides, while, contrary to the general trend, the value of the exports of fresh vegetables rose from 1,200,000 fl. to 1,400,000 fl. At the same time, the quantities fell from 22,400 tons to 19,600 tons. The adverse balance of trade with these territories during the period increased from 11,000,000 to 12,000,000 guilders, while the percentage of imports covered by exports fell from 89 to 82.9.

#### GREAT BRITAIN

Imports from the United Kingdom for the first half of this year amounted to 931,000 metric tons (65,000,000 fl.) as against 1,067,000 tons (83,000,000 fl.) for the corresponding period of 1931. The decreases affected the following particularly (values are in millions of guilders; figures in parentheses apply to first six months of 1931): steam coal, 6 (9); yarns, 6.1 (9); machinery, 5.9 (7.9); and tin and tin products. Of particular interest as far as trade with Great Britain is concerned is the increase in imports of Empire butter through United Kingdom channels. These rose from 800 tons valued at 1,000,000 fl. for the first half of 1931 to over 3,000 tons valued at 2,300,000 fl. for the same period in 1932.

Exports to Great Britain present the most discouraging aspect of the trade statistics for the period under review. Decreases were recorded in each of the following (amounts are in millions of guilders, figures in parentheses referring to the first half of 1931): bacon, 6.5 (18.5); margarine, 1 (10.8); butter, 0.8 (3.1); milk products, 12.4 (16.7); eggs, 2.5 (8.9); bulbs, 2.1 (6.9); vegetable oils, 4 (7); paper, 5.6 (10.4); leather, 1.6 (3.2).

This particularly unfavourable showing was relieved only by the exports of potatoes, which increased from 60,500 tons valued at 2,900,000 fl. to 169,300 tons valued at 6,500,000 fl. in the first half of 1932. The trade with the United Kingdom has been adversely affected by the abandonment of the gold standard by

that country and by the new import duties. The fact that the currencies of certain of the countries which are Holland's competitors in the British market have declined with the pound sterling has been an added handicap.

Holland has possessed a favourable trade balance with the United Kingdom for many years. For the first half of 1931 it amounted to 76,000,000 fl., and for the first half of 1932 it declined to 15,000,000 fl.

#### FRANCE

Imports from France decreased from 213,000 tons valued at 41,000,000 fl. in the first half of 1931 to 178,000 tons valued at 28,000,000 fl. for the first half of 1932. The value of manufactures declined from 8,500,000 fl. to 5,800,000 fl.; of clothing from 1,100,000 fl. to 600,000 fl.; and of iron products from 3,400,000 to 2,300,000 fl.

Exports decreased from 1,527,000 tons valued at 63,000,000 fl. to 1,059,000 tons valued at 41,000,000 fl. Declines were shown in the exports of fresh meat (7.6 and 2 million guilders respectively), steam coal (15.9 and 9.3), potatoes (1.1 and 0.5), butter, cheese, hides and skins, and ropes. Exports of vegetable oils, on the other hand, increased from 900,000 fl. to 2,300,000 fl.

#### UNITED STATES

Imports from the United States amounted to 375,000 tons valued at 47,000,000 fl. as compared with 475,000 tons valued at 78,000,000 fl. in the first six months of 1931.

The largest declines occurred in imports of the following (figures are in millions of guilders, those in parentheses applying to the first half of 1931): raw cotton, 5.8 (10.8); wheat flour, 0.6 (6.1); petroleum, 1.5 (3.3); benzine, 2.9 (6.1); unworked tobacco, 2.5 (5.7). It is noteworthy that, while imports of American flour registered such a large decline, the imports of wheat from that source increased from 31,300 tons valued at 2,200,000 fl. to 58,200 tons valued at 3,300,000 fl.

The exports to the United States rose from 59,000 tons valued at 13,500,000 fl. to 163,000 tons at 13,500,000 fl. in 1932.

Increases were recorded under miscellaneous animal products, iron and steel products (from 6,646 metric tons valued at 340,542 fl. to 30,576 tons valued at 966,100 fl.), rope and rope products, flying machines, and radio parts.

The adverse balance of trade with the United States in the first half of 1931 was 64,000,000 fl., and in the 1932 period 34,000,000 fl. The percentage of imports covered by exports rose from 17.3 to 28.5.

#### NETHERLANDS INDIA

Imports from the Dutch East Indian colonies fell from 93,000 tons valued at 40,000,000 fl. to 86,000 tons valued at 28,000,000 fl. The principal declines were as follows (values in millions of guilders): tea, 3.8 (6); tobacco, 7.9 (8.9); and copra, 3.1 (4.3). Imports of coffee increased from 4,100 tons valued at 2,200,000 fl. to 5,900 tons valued at 2,600,000 fl.

Dutch exports to these colonies fell from 93,000 tons valued at 45,000,000 fl. to 63,000 tons at 26,000,000 fl.

#### TRADE WITH CANADA

There are no complete figures available showing the position of Canada in the foreign trade of the Netherlands during the first six months of 1932. The following table shows the principal imports from Canada together with the





	January-June, 1931		January-June, 1932	
	M. Tons	1,000 Fl.	M. Tons	1,000 Fl.
Mustard seed . . . . .	101	22	40	7
Vegetable seed . . . . .	17	16	27	28
Flower seed . . . . .	...	...	2	7
Bulbs . . . . .	51	44	37	23
Living plants . . . . .	794	414	529	199
Sulphide of ammonia . . . . .	486	40	2,442	114
Wire netting . . . . .	82	18	260	40
Rice . . . . .	393	61	159	20
Dextrine . . . . .	343	42	135	15
Sodium ferrocyanide . . . . .	34	15	58	16
Paints, dry and paste . . . . .	871	175	633	106
Cocoa butter . . . . .	1,134	954	356	225
Artificial silk yarns . . . . .	297	606	185	438
Chocolate . . . . .	43	38	21	14
Cocoa powder . . . . .	329	66	239	46

## CONDITIONS IN SWITZERLAND

J. C. MACGILLIVRAY, CANADIAN TRADE COMMISSIONER

Rotterdam, July 30, 1932.—As an industrial country possessing no raw materials and with insufficient arable land, Switzerland is particularly dependent on foreign trade. During the first six months of the year exports have continued to decline precipitously, while the invisible items, chief among which is tourist expenditures, have been far below normal. Up to the beginning of the year the position of the domestic market was comparatively good and enabled some industries to hold their own despite losses suffered abroad. Now, however, this is showing all the symptoms of the demoralized condition of world economics.

In order to assist in preserving the financial position of the country and to prevent Swiss industry from being undermined by foreign competition, the Government has embarked on a policy of quota restrictions on a number of lines of merchandise. The first of these constraining regulations became effective at the end of January and the most recent early in May.

Among the different industries, those engaged in export trade have been the worst sufferers. Textiles, machinery, and watchmaking have all been hard hit. The chemical industry is one of the few which is in a relatively good position.

Unemployment, which reached a peak in February, has since then shown improvement, applications for employment having fallen from 63,708 in that month to 41,798 in May. The respective figures for these periods in 1931 were 26,886 and 14,365.

The total receipts of the Federal Railways for the first five months of the year were 126,849,000 francs as against 144,581,000 francs for the corresponding period of 1931.

### FINANCIAL POSITION

The financial position of the country remains basically sound. The inflow of funds from abroad has been checked, and the metallic coverage for the notes of the central bank which are in circulation stands at 165.58 per cent. The official discount rate, which has been in force since January 22, 1931, is 2 per cent. The stock exchange index on 105 specified stocks stood on July 10 at 97.63 in comparison with 161.98 on the same date last year.

Customs receipts, which in 1931 accounted for over 73 per cent of the state revenues, are declining, and it is estimated that the income from this source will be 30,000,000 francs less than in 1931. This represents over 7 per cent of last year's total income. To compensate for this and other falling revenues, a program of retrenchment in expenditures is being carried out.



At the beginning of July a special Federal Loan Fund was established, to be used if necessary to come to the assistance of Swiss banks in case they should be faced with any extraordinary conditions.

High import duties coupled with high salaries have prevented the cost of living from falling to any marked degree. The official index figure for the first five months of the year was 141 in comparison with 150 for 1931. Wholesale prices have registered a heavier decline.

#### FOREIGN TRADE

During the first half of the year Swiss exports were valued at 416,500,000 francs in comparison with 905,700,000 francs for the parallel period of 1931. Imports have declined to a much lesser extent, the drop having been from 1,108,800,000 francs to 905,700,000 francs. The adverse trade balance has thus increased from 399,000,000 francs to 489,200,000 francs.

With two unimportant exceptions, all groups of commodities have been affected by the contraction of exports. Taking the first six months of 1931 and 1932 and comparing the figures, exports of machines fell from 82,582,000 francs to 43,065,000 francs; watches and clocks from 55,496,000 francs to 29,125,000 francs; cotton textiles from 38,609,000 francs to 27,700,000 francs; artificial silks from 21,495,000 francs to 12,752,000 francs; natural silk from 51,037,000 francs to 19,453,000 francs; and embroidery work from 26,230,000 francs to 12,849,000 francs.

Among the imports, raw materials for use in the production of the foregoing articles were all less in value than was the case a year ago. The other groups are also down, but not to the degree corresponding with exports.

As regards the distribution of trade, exports to the United Kingdom fell from 114,337,000 francs to 45,650,000 francs, while imports dropped from 49,315,000 francs to 39,583,000 francs. Exports to Germany were halved, while imports went down only about 15 per cent. Other countries which bought appreciably smaller quantities of Swiss goods were those whose monetary unit, like that of the United Kingdom, was not on a gold basis.

Imports from Canada declined from 23,615,000 francs to 19,885,000 francs, while exports to Canada fell from 9,364,000 francs to 6,201,000 francs. Trade with the United States has also suffered, imports having been 80,308,000 francs and 59,029,000 francs respectively, and exports 53,182,000 francs and 29,456,000 francs.

### SWEDEN'S IMPORTS DURING 1931

#### III

#### Fats, Oils, and Wax of Animal or Vegetable Origin\*

FREDERICK H. PALMER, CANADIAN TRADE COMMISSIONER

[One Swedish krona at par equals \$0.2680; figures in parentheses refer to 1930 imports]

Oslo, July 27, 1932.—Fats, oils, and wax of animal or vegetable origin comprise the third group of imports included in the Swedish trade statistics. It is one of the smaller groups, and the total value of the imports during 1931 included in it only amounted to 29,472,000 kr. compared with 37,729,000 kr. imported in 1930.

\* A report on "Animals and Vegetable Products" was published in No. 1487; and one on "Products of Vegetable Origin," in No. 1489.

Imports of *oleomargarine* during 1931 amounted to 604 tons (496), of which 365 tons (308) came from the United States. Denmark shipped 191 tons (174), and Germany 35 tons (13). Imports of *lard and grease* reached a total weight of 854 tons (727) during 1931, and of these imports 683 (606) came from the United States. Of the balance, 76 tons (69) came from Denmark, 63 tons (28) from Holland, and 31 tons (23) from Germany.

Imports during 1931 of *wool fat and lanolin* amounted to 158 tons (124), and the largest share was credited to Germany, 95 tons (88), while to Great Britain was shown 61 tons (35). The total imports of *tallow* of all kinds amounted to 3,153 tons (2,316), and of the tallows imported *premier jus* was by far the most important. Imports of *premier jus* amounted to 2,128 tons (1,697), of which 1,009 tons (788) came from the United States, 525 tons (311) from Denmark, and 305 tons (429) from Argentina. Uruguay shipped 216 tons in 1931 as against 94 tons in 1930. Of the tallows other than *premier jus*, 1,025 tons were imported during 1931 (619), and of these imports Great Britain was credited with 474 tons (437), Argentina with 221 tons (105), Denmark with 183 tons (12), and Germany with 80 tons (5). To the United States are shown 35 tons in 1931 compared with 31 tons in the previous calendar year.

Imports of animal fats other than those shown above, together with the imports of animal oils, amounted to 8,527 tons during 1931 (9,552). Of this group *cod liver oil* accounted for 605 tons (708), of which 403 tons (473) came from Norway, 187 tons (224) from Denmark, and 14 tons (5) from Germany. *Other animal oils* were imported to a total weight of 684 tons (585), again principally from Norway, 516 tons (412), with the most of the balance coming from Denmark, 151 tons (133), while a small share is attributed to Germany, 14 tons (33).

During 1931, 6,994 tons (8,023) of *hardened animal fat* were imported into Sweden, which include 2,308 tons (2,198) from Norway, probably entirely whale oil, which had been processed in Norway. Other imports were from Denmark 1,783 tons (1,886), from Holland 1,606 tons (2,699), and from Germany 1,294 tons (1,236). *Olein* was imported during 1931 to the volume of 547 tons (588), of which Holland shipped rather more than half, 314 tons (308). From the United States were shipped 74 tons (95), from Germany 62 tons (45), and from Belgium 58 tons (80).

Over 40,980 tons of vegetable oils were imported into Sweden during 1931, a slight increase over the 38,924 tons imported during 1930. It is not necessary to import any appreciable quantity of *linseed oil* in view of the ability of the Swedish oil seed crushing industry to meet practically every demand. The amount imported therefore is inconspicuous, being only 213 tons (142) in all, of which 157 tons (39) were shipped from Holland, 34 tons (34) from Germany, and 16 tons (6) from Great Britain.

Notwithstanding the comparative importance of the Swedish *margarine* industry, there is still a demand for foreign production, perhaps for blending purposes. During 1931, 1,406 tons (1,894) of *margarine* were imported, of which 1,396 tons (1,872) came from Holland and 19 tons (20) from Denmark. "Konstister" or *artificial lard* is also imported into Sweden in small quantities, 219 tons (162) being brought in during 1931. Of this, 73 tons (30) were definitely for the production of *margarine*, of which 69.6 tons (24) came from Holland. Of the balance, for other purposes, 86 tons (113) came from Belgium, 43 tons (5) from Holland, and 14 tons (11) from Great Britain.



## POINTS FOR EXPORTERS TO MEXICO

H. LESLIE BROWN, ACTING TRADE COMMISSIONER

Mexico City, August 1, 1932.—When considering the possibilities of export trade with Mexico, there are certain points upon which the Canadian manufacturer will wish to be informed. The following is intended as a concise answer to the questions which experience has shown will arise most frequently in his mind.

### PURCHASING POWER OF POPULATION

The population of Mexico is about 16,000,000, according to the census of 1930. Of these, probably more than 60 per cent are of pure Indian blood; their wants are simple, and their standard of living is far below that where it becomes possible to purchase imported goods on anything more than the most limited scale. The remainder, consisting of the *mestizo* (the native of mixed blood), the *criollo* (the native of unmixed foreign blood), and the foreigner, represent probably 5,000,000 of the population, and estimates of demand for any imported article may reasonably be made upon this basis.

### DIVISION OF TERRITORY

For commercial purposes, Mexico may be roughly divided into the following areas:—

(a) The central plateau, including Mexico City itself. Probably 75 per cent of the business of the country is concentrated here, and in the vast majority of instances the chief efforts of the exporter should be devoted to this district.

(b) The Northern area, of which the distributing centre is Monterrey.

(c) The Gulf Coast area, in which the oil industry is concentrated. Its principal source of supply is the port of Tampico, although Vera Cruz ranks higher in volume of imports on account of its proximity to the central area.

(d) The West Coast area, of which Guadalajara is the centre of supply.

(e) The Yucatan area, which forms a separate commercial district in the south, with Merida as its capital and Progreso the port of entry.

These five districts are in some cases covered by Mexico City houses, either by means of travellers or sub-agents; it will be frequently found, however, that an agent does not cover the whole territory, limiting his efforts to the cities nearest to his main office.

For instance, an agent in Yucatan will not be able to sell in Mexico City, and an agent in Tampico, Monterrey, or Guadalajara only to a limited extent. On the other hand, an agent in Mexico may readily sell to all these cities, but may find difficulty in covering the whole of the West Coast or Yucatan.

### REPRESENTATION

One of the first points for consideration is the nature of representation to be adopted. The success of an exporter depends largely upon the manner in which this problem is solved, and the following list gives the various methods which are available to him:—

*Commission Agents.*—There are a number of these available in Mexico; they usually sell direct to importers and consumers on behalf of their principals, deriving their income from commissions earned. As a rule, they will not have command of large capital (indeed, this is not required); their success depends on selling ability combined with judgment as to the financial standing of their customers. Representation of Canadian exporters by means of such agents is satisfactory in the majority of cases.

*Direct Importers.*—Representation by a direct importer, provided his financial standing is sound, has the advantage that the foreign exporter ships to one firm only, who is responsible for payment of all accounts. On the other hand, sales are limited by the fact that the direct importer sells to his own clients only, whereas the commission agent can call upon every buyer in the country.

*Travelling Salesmen.*—A travelling salesman from the head office is occasionally successful in securing orders, especially when he supplements the efforts of either a commission agent or direct importer as mentioned above. His success will depend largely upon the commodity which he has to sell, and the extent to which he keeps in contact with his customers during his absence, either by correspondence or the mailing of catalogues, etc.

*Branch Offices of Manufacturers.*—This is by far the most effective method of representation in those cases where the volume of business justifies the expense. The branch manager is interested only in the products of his principals, and as his success depends entirely upon his efforts in their behalf, he is likely to devote himself to their interests to a much greater extent than if he represented a large number of firms.

*Indent Houses.*—A large number of firms operating in Mexico, such as mining, oil, railway, and power companies, obtain the majority of supplies through purchasing offices in New York, Toronto, or other cities. Purchasing offices may be either independent firms which obtain their remuneration through a small commission (as in the case of many mines), branch offices of the companies themselves (e.g. railway companies), or the head offices of companies operating in Mexico (e.g. certain power and light companies). In any case the exporter desiring to sell to such companies will find it necessary to keep in touch with the purchasing offices, in addition to, or as a substitute for, appointing representatives in Mexico.

An occasional visit to Mexico by a representative of the exporting firm is always desirable in order that he may make personal contact with his agent.

#### CREDIT INFORMATION

It is desirable to obtain full information in regard to the standing of prospective agents before they are appointed. Still more is it desirable to obtain similar information in regard to buyers from whom the agent secures orders, if working on commission.

Ample facilities exist for obtaining such reports in Mexico. Among others, the Bank of Montreal, the Canadian Bank of Commerce, and Messrs. R. G. Dun & Company have branches in Mexico City, and their services are at the disposal of Canadian clients.

#### ARRANGEMENTS WITH REPRESENTATIVE

After a satisfactory agent has been secured, it is highly essential that the nature of the arrangements made with him should be clearly defined. A formal agreement is not necessary, but all details should be specified in writing. Such points as the following should not be left in doubt:—

- (a) Amount of commission or remuneration paid.
- (b) When and how commission is payable.
- (c) Is agent responsible for collections, and if so, how are remittances to be made?
- (d) Is agent responsible for bad debts?
- (e) Does exporter or agent pay for telegrams and air mail letters?
- (f) To what extent are travelling expenses allowed?
- (g) To what extent is advertising permitted, and at whose cost?
- (h) Under what circumstances may the agreement be terminated?



Having settled these and similar questions to the satisfaction of both parties, the agent should be kept fully supplied with all the latest information in regard to prices and discounts and should receive an ample supply of catalogues and other literature for distribution to prospective customers. In some cases (paints, hardware, textiles, wallpaper, etc.) a liberal supply of samples should also be provided, as orders frequently depend upon a comparison of the qualities of competing products. Literature should be printed in Spanish if possible.

This material must be shipped strictly in accordance with the instructions of the agent in Mexico, in order to reduce the cost of customs duties, brokerage, etc.

#### QUOTATIONS

Preliminary quotations should be submitted on a c.i.f. basis; this may involve a certain amount of trouble and calculation, but the extra effort is well worth while. In fact, this must be considered essential, except in the rare cases where f.o.b. prices at port of exit are specifically asked for.

The reason is that, difficult as it may be for the Canadian seller to secure the necessary information in regard to steamer freights, insurance, etc., it is impossible for the Mexican buyer to do so; furthermore, competitors are always willing to quote c.i.f. and the buyer expects the Canadian exporter to conform to the usual custom—he will not look at f.o.b. quotations if c.i.f. quotations are obtainable. It is obvious that he can calculate his delivered costs (which include duties, interior freight and handling) more easily and accurately on the basis of quotations for delivery at a Mexican port than on the basis of delivery at Canadian factory or Canadian port of embarkation.

Quotations will usually be demanded either c.i.f. Laredo or El Paso for delivery by the all-rail route, or c.i.f. Tampico or Vera Cruz for delivery by water. Other ports of entry may be Mazatlan or Manzanillo on the West Coast, or Progreso for delivery to Yucatan. As a general rule, no other ports or border points need be considered, so far as Canada is concerned.

When quoting, unit weights should always be given, so that the buyer may calculate customs duties and delivered costs.

#### PARCEL POST AND EXPRESS

In spite of what has been said above, quotations will occasionally be required f.o.b. factory, and when this happens they should be supplied. The explanation is found in the fact that certain kinds of merchandise are most economically delivered to Mexico by parcel post; they reach their destination with much greater speed; there are no charges for transfer at border points, and there are other advantages which need not be detailed.

In cases where goods are found to be too bulky for shipment in one package, it is customary to send them in separate packages; the weight limit is 20 pounds. Direct parcels mails are made up at Montreal and Vancouver, and parcels for Mexico should always be forwarded to one of these exchange offices. (For further details see *Canada Official Postal Guide*.) It is customary to charge the cost of postage to the buyer.

It should be noted that under no circumstances whatever should goods be sent to Mexico by express unless definite instructions are received to that effect. Express charges are high, and cases have been known where the cost of shipment exceeded many times the value of the goods. In addition delays may occur to such an extent that freight shipments arrive more quickly than if sent by express.

Always ship merchandise by parcels post when instructed to do so. Never ship by express unless specifically instructed to do so.

## TERMS OF PAYMENT

The terms of payment demanded in Mexico will usually be thirty, sixty, or ninety days, depending upon the commodity, the custom of the particular trade, and more especially the terms granted by competitors. Cash against documents may be obtained frequently, but it is now impossible for buyers to give irrevocable letters of credit.

The reasons for these extended terms are, firstly, lack of capital on the part of buyers; and secondly, the intensity of competition. These two conditions in combination frequently induce buyers to accept quotations based on extended payments, in preference to quotations based on low prices; in the one case they can sell their goods before payment becomes due, whereas in the other they have to use their own capital.

The extent to which terms can be granted depends upon the commercial standing of the buyer. There are many business houses in Mexico of unquestioned integrity, to whom it would be perfectly safe to grant any terms desired; on the other hand, there are firms to whom it is unsafe to grant credit of any kind. The question must be decided by the exporter himself, upon the basis of the information which he is able to secure from his agent and all other available sources as to the reputation of his customers.

## CONSIGNMENT ORDERS

It will be found that agents sometimes suggest the shipment of goods to Mexico on consignment—i.e., to be paid for when sold. When this occurs, it is always desirable to give the question careful consideration, as the necessities imposed by competition may make business by other means impossible. Many foreign manufacturers maintain consignment stocks in Mexico, and in some cases even ship goods to the ultimate consumer direct, asking for payment only when they are consumed—an extension of the credit system which was unknown a few years ago.

The essential points to be considered, when a request for consignment stocks is made, are the extent to which the agent may be considered responsible for their value, the extent of the demand for the particular commodity, and the extent to which competition will be eliminated by acceding to the request. These questions can of course be settled only by the exporter himself.

## PACKING

There are no special requirements in Mexico in regard to packing of shipments. Certain points, however, should be observed for the convenience of buyers, and the most important of these are as follows:—

Weights, where possible, should be marked on packages in kilos; otherwise the weight may be given in pounds. Tons, cwt., or quarters should never be used. Both "legal" and gross weights should be given if possible. This will save time in passing through the customs. (See "Legal and Gross Weights.")

Where duties are based on gross weight, packing should be as light as possible consistent with strength. (As little advertising as possible should appear on the exterior of packages, and when it does appear, it should be readily distinguishable from all marks indicating destination, etc. The Mexican stevedore cannot read English, and too much letterpress is liable to confuse him.)

Advertising matter should never be included in packages containing goods; it should be sent separately. The reason is that the duty on advertising matter is very high, and when found included with other commodities, it is either confiscated or the whole consignment is liable to be charged duty at the tariff rate on advertisements.



Parcel post shipments should be packed in such a manner that they can be opened for customs examination without breaking the cover, by simply untying, unnailling or unscrewing. They must be sealed by means of wax, lead, or some similar substance.

Above all, any special instructions in regard to packing should be followed with the most meticulous care. The buyer knows both what he wants and why he wants it. The exporter cannot possibly be familiar with reasons.

#### LEGAL AND GROSS WEIGHTS

Customs duties are generally charged on either "legal" or gross weights. The "legal" weight is the weight of the goods themselves plus the weight of the immediate containers; the gross weight is the weight of the complete package, including that of the immediate containers, the case, and all intermediate packing such as straw, excelsior, etc. Thus the nature of the packing may have a considerable effect upon the amount of customs duties payable, more especially when the tariff is based on gross weights.

Net weights are practically never used in calculating customs duties in Mexico.

#### INVOICE REQUIREMENTS

The method of documentation of shipments to Mexico is explained in a special publication entitled "Invoice Requirements and Consular Regulations of Mexico," which may be obtained free of charge on application to the Department of Trade and Commerce, Ottawa.

#### PATENTS AND TRADE MARKS

Where the exporter makes use of a trade mark on his goods, this should always be registered before doing business in Mexico; this precaution will prevent piracy on the part of unauthorized persons. The cost should not exceed \$30, and the agent is usually able to make the necessary arrangements. No attempt should be made by the exporter to register trade marks direct, as the legal formalities are somewhat complicated, and can only be attended to locally.

#### ADVERTISING

In the majority of cases, the exporter need not make any appropriation for advertising in Mexico. One exception is in connection with patent medicines, which always require intensive propaganda if satisfactory sales are to be secured. Advertising may also be undertaken with benefit in connection with certain foodstuffs where keen competition exists.

With these and a few other exceptions, however, the question need not be taken into consideration by exporters when considering the Mexican market.

#### COMPETITION

The principal competition for all commodities comes from the United States, which supplies some 70 per cent of the total imports of Mexico. Facilities of communication and geographical proximity make this situation inevitable. In addition, Mexico is frequently considered to be a good area for the disposal of surplus stocks, and this sometimes adds to the difficulties of the situation.

While it is necessary to bear this fact in mind when quoting prices, it should form a stimulus rather than a source of discouragement to Canadian exporters, as it is only by investigation of any particular commodity that the opportunities of trade reveal themselves.

## RADIO INDUSTRY AND TRADE OF JAPAN

P. V. McLANE, ASSISTANT TRADE COMMISSIONER

Kobe, July 11, 1932.—Within the last few years the radio industry of Japan has made great advancement. Broadcasting was started in 1925, and in that year 1,900 receiving sets were in use. According to the latest information available, the number of receiving sets is now about 1,000,000. In recent years most of the sets have been made in Japan. According to statistics compiled by the Department of Commerce, the production of wireless telephonic apparatus and radio receivers in 1929 was valued at 4,714,704 yen. No details are given regarding the different items under the heading, but they are made up principally of small receiving sets. The reason for this is that the relaying broadcasting in Japan has prevented the sale of the larger and high-class radio sets. The manufacture of radio parts and accessories is carried on in a large number of small shops, and this has also prevented the development of high-class sets. Marked improvement has been achieved by the radio industry, however, in the production of parts, and whereas many parts were not made in Japan a few years ago, complete radios are now being made.

The sale of radios and parts is carried on by many small manufacturers, wholesalers and retailers. According to the returns published by the Japan Broadcasting Association, there was an average of one merchant selling radios to two hundred listeners in the latter part of 1929. The radio dealers have established an association, but this has little real control over the trade, and it has no exact information regarding price or annual turnover, nor have they formulated any policy covering the sale of radios or parts.

### IMPORTS

Following the establishment of broadcasting in Japan, this country was dependent on foreign radios and radio parts. Imports in 1929 were valued at 568,889 yen, in 1930 at 322,596 yen, and in 1931 at 417,725 yen. Imports for the first three months of 1932 amounted to 163,293 yen as against 102,549 yen for the same period of 1931. Although imports are falling off, there is still a market for foreign radios. No details are available regarding the items included in the above figures. According to the trade, they consist principally of dynamic speakers, receiving units (chiefly small), condensers and tubes. The latest figures showing the sources of supply are for 1930, when imports from the United States were valued at 223,000 yen, from Germany at 60,000 yen, from Holland at 29,000 yen, from Great Britain at 6,000 yen, and from Italy at 2,000 yen.

### PRICES

The prevailing prices of radios in Japan, while they differ with the various makes, are extremely low. One three-tube eliminator set made by a firm in Osaka is retailed at 30 yen (approximately Canadian \$11.40). Other three-tube receiving sets retail from 25 yen to 35 yen. Four-tube sets can be purchased for as low as 23 yen and up to 80 yen. Five-tube sets sell from 40 yen to 95 yen, and six-tube sets from 60 yen to 90 yen. Many of these sets use imported parts such as loud speakers, condensers, and tubes.

In order to meet the competition, very low prices must be quoted by firms who wish to sell in this market, for while the Japanese-made sets are not of such high quality as those imported, they are adequate for the purpose; the controlling factor is price. Very low prices are being quoted from the United States. One well-known make is quoted at \$35 U.S. c.i.f. Japan for a set of eight tubes.



Another American firm is quoting \$16 U.S. c.i.f. Japan on a four-tube radio receiving set.

Prices quoted on condensers and tubes are also very low. Dry type condensers are quoted at 30 cents U.S. each f.o.b. New York and electrolytic condensers at 34 cents U.S.

The prices on radio tubes quoted by one large American manufacturer are as follows: 224A at 60 cents, 227 at 40 cents, 235 at 70 cents, 247 at 62 cents, and 280 at 40 cents. These prices are in American funds f.o.b. New York.

The duty on radios and parts is 40 per cent ad valorem.

### CHINESE CONSULAR INVOICES

The National Government of the Republic of China promulgated on June 11 the following regulations governing the issuance of consular invoices, to take effect as from September 1, port of origin abroad:—

All merchandise imported into China valued at or above two hundred dollars Chinese currency shall be accompanied by consular invoices, issued by the Chinese Consulate at or near the port of embarkation, postal parcels and such goods as will be admitted duty free by the Chinese Maritime Customs being excepted.

The form of the consular invoice may upon application be obtained from the nearest Chinese Consulate. It shall be filled in fully, signed by the responsible merchant, and submitted to the Chinese Consul residing at or near the port of embarkation for certification.

The Consul shall verify all the items contained in the invoice as filled in by the merchant, before certification is made. In case the Consul deems it necessary to examine the sales contract, the commercial invoice, or other documents, the merchant shall furnish the same.

Each set of the consular invoice shall consist of three copies, one original in white and two duplicates in yellow. The original shall be delivered by the issuing Consulate to the merchant, who shall send the same to the consignee for presentation to the Chinese Maritime Customs. One of the duplicates shall be filed in the Consulate, and the other shall be forwarded to the Ministry of Foreign Affairs at the end of each month.

The fee for the certification of a set of the consular invoice shall be five Chinese Customs gold units (approximately \$2 Canadian), and shall be collected at the time of certification.

The Consul shall forward monthly to the Ministry of Foreign Affairs the fees collected together with the duplicate copies of the certified invoices.

Merchandise sold to two or more different firms or carried by two or more different vessels or destined for two or more different ports shall not be covered by the same consular invoice.

Upon the arrival of the merchandise at destination the consignee shall present the original copy of the consular invoice to the Chinese Maritime Customs together with other customs papers for examination.

Merchandise not covered by a consular invoice shall be liable to a fine, to be paid by the consignee, which shall be equal to three times the fee charged for the consular invoice. Upon payment of such a fine, the Customs shall issue a consular invoice instead and let pass the merchandise.

The form of the consular invoices shall be prepared, stamped, and issued by the Ministry of Foreign Affairs to the consulates and the customs offices for use.

The forms on which the new Chinese consular invoices are to be made out are to be obtained from either the Chinese Consulate General, Ottawa, or the Chinese Consulate, Vancouver, whichever is the nearer to the exporter. When the forms are duly executed by the exporter they are then returned to the respective consulates for visé. The consular fee for visé is \$2 in Canadian money. The consular invoice is required for shipments valued at or above \$200 Chinese currency, which is at the present time about \$46 in Canadian money.

**TARIFF CHANGES AND CUSTOMS REGULATIONS**

**United Kingdom Form 120A (Sale) Compulsory after September 1**

Exporters of Canadian manufactured goods claiming exemption from the Import Duties Act of the United Kingdom, which went into force on March 1, 1932, and which taxed nearly all goods of non-Empire origin, are reminded that for shipments to be entered on and after September 1 certificates of origin known as Form 120A (Sale) are required. The form differs slightly from Form 120 (Sale), still required for most manufactured goods dutiable prior to March 1. The text of the new form has been distributed among various boards of trade, chambers of commerce, and steamship companies throughout Canada, as well as to many exporters. Specimen copies of the form may be obtained on application to the Department of Trade and Commerce, Ottawa.

**Restriction of Importations of Onions into New Zealand**

Advice has been received from Mr. H. L. E. Priestman, Acting Trade Commissioner at Auckland, that an Order in Council published in the *New Zealand Gazette* of July 7, 1932, prohibits the importation into New Zealand, except with the consent of the Minister of Customs, of grass seed (including lucerne seed, clover seed and millet seed), ground fruits, plants, onions and other vegetables, from the United States of America, unless evidence is produced that such goods were not produced or grown in or exported directly or indirectly from the State of California.

This order is dated June 29, 1932, and came into force on July 7, 1932.

**New Preferential Duties in Kelantan (Unfederated Malay States)**

Mr. G. R. Heasman, Canadian Trade Commissioner in Batavia, Java, advises that the Unfederated Malay State of Kelantan inaugurated preferential import duties effective May 17, 1932. The articles accorded preference and present rates of duty thereon are:—

	British Preferential Tariff	General Tariff
	In Straits Settlements dollars, equal, at par, to 56.78 cents Canadian	
Cigarettes . . . . .per lb.	\$ 1 00	\$ 1 10
Tobacco in airtight tins or containers . . . . .per lb.	1 00	1 10
Cartridges . . . . .per 1,000	10 00	11 00
Cement . . . . .per ton	6 00	12 00
Perfumes, powders and other toilet preparations except soap and dentifrice . . . . .ad val.	25%	35%
Brandy, in bottles, not exceeding 81 per cent of proof spirit . . . . .per gal.	\$ 9 50	\$10 50
Sparkling wines not exceeding 42 per cent of proof spirit . . . . .per gal.	5 50	6 00
Still wines (including medicated wines) exceeding 26 per cent but not exceeding 42 per cent of proof spirit . . . . .per gal.	4 20	4 50
Still wines (including medicated wines) not exceed- ing 26 per cent of proof spirit . . . . .per gal.	1 30	1 50
Ale, beer, stout, porter, cider and perry . . . . .per gal.	1 20	1 30

The British preferential tariff is accorded to articles grown, or produced, or manufactured, and in every case consigned from Great Britain, Ireland, the British Dominions within the meaning of the Statute of Westminster, 1931, the Colony of the Straits Settlements or any Malay State under British protection. Manufactured articles will not be entitled to the preferential rates unless 25 per cent of their value is the result of labour within the aforementioned countries.



### Hosiery Duty in New Zealand

Mr. H. L. E. Priestman, Acting Trade Commissioner at Auckland, cables that the rate of duty under the general tariff of New Zealand on "full-fashioned hosiery, unfinished, not containing wool, unbleached and undyed, knitted on a flat machine and seamed but not otherwise manufactured, on declaration by a hosiery manufacturer or dyer that it will be used by him solely in the manufacture of hosiery in New Zealand," has been increased to 55 per cent ad valorem.

Under a decision of the Minister of Trade and Customs, gazetted July 2, 1931, the rate of duty on such goods under both British preferential and general tariffs has been  $32\frac{1}{2}$  per cent ad valorem. The British preferential rate (applicable to Canadian products) remains unchanged. In each case the rate is increased by a surtax of  $22\frac{1}{2}$  per cent of the duty.

### Trinidad Revokes Restriction on Stout

The Canadian Trade Commissioner in Port of Spain, Trinidad, has forwarded to the Department of Trade and Commerce copy of a Proclamation, dated April 14, 1932, which revokes the prohibition of the importation into Trinidad and Tobago of stout unless brewed from worts of an original gravity of not less than 1,065 degrees, which has been in effect since July 31, 1931. (See *Commercial Intelligence Journal* No. 1440: September 5, 1931).

### Compulsory Milling Quota in Germany

Mr. Robt. S. O'Meara, Canadian Trade Commissioner in Hamburg, writes under date August 1, 1932, that on reliable authority it seems that the milling quota has been set for the year August 16, 1932, to August 15, 1933, at a figure which will ordinarily require every mill in the Customs Union to use at least 97 per cent of local wheat in their milling processes, except under special conditions. These conditions involve the introduction of a system of bonds against exports of German wheat, which allow special entry of wheat from foreign sources on presentation by the importer, who has acquired them on exchange or otherwise. In this connection amended Note No. 4 to Tariff Item No. 2 of the German tariff provides as follows:—\*

	Rate of Duty	
	Former	Revised
	Reichsmarks per 100 Kg.	
In accordance with provisions to be laid down by the Minister of Finance, and until July 31, 1933, wheat and spelt in respect of which an export bond is produced, showing that a corresponding quantity of wheat or spelt or of milling products thereof has been exported from free circulation in the Customs territory, if the export takes place, during the period:—		
August 1, 1932—October 31, 1932 . . . . .	2	Free
November 1, 1932—January 31, 1933 . . . . .	2	0.75

\* Ministerial Order of July 6, 1932.

Mills which are members of the Association of German Wheat Mills may use a certain amount of grain imported under these special provisions, and the effect of this is a reduction of the compulsory milling percentage to 70 per cent for the period of the mill's membership. In other words they would be allowed to use foreign wheat up to 30 per cent in their output. Under no conditions, however, can more than 3 per cent foreign wheat other than this so-called "exchange wheat" be used under the new regulations.

### Tariff Increases in Mexico

Writing under date August 5, 1932, Mr. H. Leslie Brown, Acting Trade Commissioner in Mexico City, advises that a number of changes have recently been made in the import tariff of Mexico and came into effect on August 12. The following are of interest to Canadian exporters (conversion to Canadian currency has been made at the par rate of 2 pesos equal one dollar):—

*Meats and Meat Products.*—Meats, salted, smoked, or in brine, n.o.p., 30 centavos per legal kilogram or about 6·8 cents Canadian per pound, an increase of 5 centavos per kilogram.

Ham, bacon, sausages, and preserved meats, n.o.p., 55 centavos per legal kilogram or about 12·4 cents Canadian per pound; an increase of 5 centavos per kilogram.

Meat extract, 70 centavos per legal kilogram or about 15·8 cents Canadian per pound; an increase of 10 centavos per kilogram.

Pork lard, in tank cars or shipping tanks, 23 centavos per net kilogram or about 5·2 cents Canadian per pound; an increase of 3 centavos per kilogram. Pork lard in other containers, 32 centavos per gross kilogram or about 7·2 cents Canadian per pound; an increase of 2 centavos per kilogram.

*Vegetable Foods.*—Preserved asparagus, mushrooms, tomatoes; mustard sauce, tomato sauce, and other sauces, n.o.p.; fried sliced potatoes (Saratoga chips); edible vegetables, dried, salted, or toasted, n.o.p.; stuffed olives; salted or roasted peanuts and pistachios; and preserved vegetable foods, n.o.p., are all now charged at the rate of 40 centavos per legal kilogram or about 9 cents Canadian per pound; an increase of 5 centavos per kilogram.

Meals and flours, n.o.p., when containing an admixture of cocoa not exceeding 50 per cent. without sugar, 50 centavos per legal kilogram or about 11·3 cents Canadian per pound; an increase of 15 centavos per kilogram.

*Fish and Fish Products.*—Cod, dried, salted, or smoked, 40 centavos per legal kilogram or about 9 cents Canadian per pound; an increase of 5 centavos per kilogram.

Shrimps, dried salted; fish and shell-fish, dried, salted, smoked, or in brine, 30 centavos per legal kilogram or about 6·8 cents Canadian per pound; an increase of 5 centavos per legal kilogram.

Shrimps, preserved in cans; shelled oysters, prepared or not, 55 centavos per legal kilogram or about 12·4 cents Canadian per pound; an increase of 5 centavos per kilogram.

Caviar, 70 centavos per legal kilogram or about 15·8 cents Canadian per pound; an increase of 20 centavos per kilogram.

Preserved fish and shellfish and preserved animal foods, n.o.p., 40 centavos per legal kilogram or about 9 cents Canadian per pound; an increase of 5 centavos per kilogram.

*Milk Products.*—Condensed or evaporated milk and powdered milk, 20 centavos per legal kilogram or about 4·5 cents Canadian per pound; an increase of 5 centavos per kilogram.

*Chocolate and Candies.*—Chocolate; drops or lozenges, perfumed for the mouth, even when containing gum, lichens, or liquorice; candies and sweets of all kinds, n.o.p., are all to pay at the rate of 4 pesos per legal kilogram or about 90 cents Canadian per pound; an increase of 2 pesos per kilogram.

*Iron and Steel Products.*—Barbed wire fencing of iron or steel, 4 centavos per gross kilogram or about 0·9 cent Canadian per pound; an increase of 1 centavo per kilogram.

Tubes and piping of iron or steel, and unions or couplings of iron or steel, up to 15 centimetres (5·9 inches), inside diameter, 7 centavos per gross kilogram or about 1·58 cents Canadian per pound; an increase of 1 centavo per kilogram. The same, over 15 centimetres in inside diameter, 2 centavos per gross kilogram or about 0·45 cent Canadian per pound; an increase of half a centavo per kilogram.

*Chemicals, Pharmaceutical Products, Toilet Articles, etc.*—Caustic potash and caustic soda, 8 centavos per gross kilogram or about 1·8 cents Canadian per pound; an increase of 1 centavo per kilogram.

Mixtures of parafine and colouring materials for the manufacture of carbon paper, 25 centavos per gross kilogram or about 5·6 cents Canadian per pound; this is a new item.

Unperfumed insecticides in forms adapted for burning (cakes or sticks), 30 centavos per legal kilogram or about 6·8 cents Canadian per pound; an increase of 10 centavos per kilogram.



Combs, side-combs, and hair-fasteners of casein, celluloid, or of paste similar to casein, celluloid, gelatine, and gutta-percha, 2 pesos per legal kilogram or about 45.3 cents Canadian per pound; an increase of 40 centavos per kilogram.

The classification of mixtures for the manufacture of toilet preparations has been expanded but no change in rate has been effected.

*Musical Instruments.*—Musical instruments, stringed, wind or other kinds, not automatic, and including their respective cases, 1.50 pesos per legal kilogram or about 34 cents Canadian per pound; an increase of 30 centavos per kilogram.

Changes have also been made in the rates on buttons of compressed paper paste; jewellery and all classes of products of gold, platinum and/or of base metals plated with gold, with and without pearls and precious stones; coke; and reeds for the seats of furniture.

Full details may be obtained on application to the Department of Trade and Commerce, Ottawa.

### Tariff Increases in Costa Rica

Writing under date August 5, 1932, Mr. H. Leslie Brown, Acting Trade Commissioner in Mexico City, advises that a number of increases were recently made in the import tariff of Costa Rica.

The commodities affected are: cheese, butter, tallow, meats, sausage casings in brine, hams, sausages and similar products, fat pork in brine, bacon and fat pork, preserved meats, lard, oleomargarine and other substitutes for butter, and milk in liquid or powder form.

Full details may be obtained on application to the Department of Trade and Commerce, Ottawa.

### Alterations in Uruguyan Tariff

Advice has been received from Mr. Harris W. Brighton, Acting Trade Commissioner at Buenos Aires, that by a decree issued on June 16, 1932, the duties in Uruguay on rubber and crepe rubber in sheets or pieces, for the manufacture of rubber soles in whole or in part, with or without nails, is set at 62 per cent, the decree to come into effect sixty days from date of issue, or before if the Legislative Power so decides.

Another decree issued on the same date states that 50 per cent of the duties on rubber or crepe rubber in sheets or pieces for the manufacture of soles, on rubber soles and footwear in general, shall be paid in gold (instead of 25 per cent being paid in gold as reported in *Commercial Intelligence Journal* No. 1452, November 28, 1931). A decree issued on June 30 exempts rubbers and rubber top boots from this latter decree, on the grounds that such articles do not clash with any local products.

### Prohibited Imports into Italy

Mr. R. W. McBurney, Assistant Trade Commissioner in Milan, writes under date July 28, 1932, that a Ministerial Decree dated July 15, 1932, and supplementary to the Royal Decree Law of December 31, 1931, adds to the list of goods for which importation into Italy may be forbidden. As in the case of the earlier decree, the provisions of the new law are to be applied when it is felt necessary to apply retaliatory measures against those put in effect by other countries.

A number of the goods listed in the new decree may be of considerable interest to Canadian exporters. The list includes wool, natural, washed, dyed or combed; wool waste and flock; dressed skins with fur and dressed natural tails; dressed skins without fur with the exception of lamb and sheep skins tanned for linings; paper, cardboard; live plants, reamers, cutters, screw taps, screw dies, twist drills, and glass and crystal plates.

Canadian Trade Commissioners should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Second Phrase Code.

FOREIGN EXCHANGE QUOTATIONS FOR WEEK ENDING AUGUST 15

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending August 15, 1932, with the official bank rate. Quotations for the week ending August 8, 1932, are also given for the sake of comparison:—

Country	Unit	Nominal Quotations in Montreal Week ending August 8	Nominal Quotations in Montreal Week ending August 15	Official Bank Rate
Austria . . . . .	Schilling	\$ .1610	\$ .1638	7
Belgium . . . . .	Belga	.1585	.1596	3½
Bulgaria . . . . .	Lev	.0082	.0082	8
Czechoslovakia . . . . .	Krone	.0338	.0340	5
Denmark . . . . .	Krone	.2136	.2144	4
Finland . . . . .	Markka	.0177	.0178	6½
France . . . . .	Franc	.0447	.0451	2½
Germany . . . . .	Reichsmark	.2718	.2738	5
Great Britain . . . . .	Pound	3.9557	4.0048	2
Greece . . . . .	Drachma	.0074	.0074	10
Holland . . . . .	Guilder	.4598	.4634	2½
Hungary . . . . .	Pengo	.1999	.2018	5
Italy . . . . .	Lira	.0584	.0589	5
Jugo-Slavia . . . . .	Dinar	.0204	.0205	7½
Norway . . . . .	Krone	.1987	.2010	4½
Portugal . . . . .	Escudo	.0377	.0379	6½
Roumania . . . . .	Leu	.0068	.0069	7
Spain . . . . .	Peseta	.0929	.0927	6½
Sweden . . . . .	Krona	.2045	.2058	4
Switzerland . . . . .	Franc	.2224	.2242	2
United States . . . . .	Dollar	1.1425	1.1500	2½
Argentina . . . . .	Peso (Paper)	.2941	.2932	—
Brazil . . . . .	Milreis	.0856	.0862	—
Chile . . . . .	Peso	.0692	.0696	5½
Colombia . . . . .	Peso	1.0939	1.0953	6
Mexico . . . . .	Peso	.3330	.3342	6-7
Peru . . . . .	Sol	.2399	.2415	6
Venezuela . . . . .	Bolivar	.1599	.1552	—
Uruguay . . . . .	Peso	.5398	.5433	—
Cuba . . . . .	Peso	1.1418	1.1493	—
Hongkong . . . . .	Dollar	.2619	.2696	—
India . . . . .	Rupee	.3084	.3024	4
Japan . . . . .	Yen	.3010	.2829	5.11
Java . . . . .	Guilder	.4581	.4611	4½
Shanghai . . . . .	Tael	.3433	.3543	—
Siam . . . . .	Baht (Tical)	.....	.....	—
Straits Settlements . . . . .	Dollar	.4726	.4757	—
British Guiana . . . . .	Dollar	.8340	.8452	—
Jamaica . . . . .	Pound	3.9987	4.0595	—
Other British West Indies . . . . .	Dollar	.8340	.8452	—
Martinique . . . . .	Franc	.0447	.0450	—
Guadeloupe . . . . .	Franc	.0447	.0450	—
Australia . . . . .	Pound	3.1662	3.2053	—
Egypt . . . . .	Pound (100 piastres)	4.0572	4.1074	—



## TRADE OPPORTUNITIES ABROAD FOR CANADIAN PRODUCTS

The Trade Inquiries for Canadian products published below have been received since the publication of the last issue of the *Commercial Intelligence Journal*. Interested exporters may secure the names and addresses of the firms making these inquiries, together with further details regarding the commodities required, on application to the Director, Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa, or—

### Secretary, Board of Trade—

St. John, N.B.,	Toronto, Ont.,	Winnipeg, Man.,
Halifax, N.S.,	Woodstock, Ont.,	Vancouver, B.C.,
Quebec, P.Q.,	St. Mary's, Ont.,	New Westminster, B.C.,
Sherbrooke, P.Q.,	Portage la Prairie, Man.,	Prince Rupert, B.C.
Montreal, P.Q.,	St. Boniface, Man.,	

### Secretary, Chamber of Commerce—

Kingston, Ont.,	Peterborough, Ont.,	Victoria, B.C.
Oshawa, Ont.,	London, Ont.,	
Belleville, Ont.,	Hamilton, Ont.,	

Border Chamber of Commerce, Windsor, Ont.

Industrial Commissioner, Stratford, Ont.

La Chambre de Commerce, de Montréal, 25 St. James E., Montreal, P.Q.

### Secretary, Canadian Manufacturers' Association—

Toronto, Ont.,	Winnipeg, Man.,	Vancouver, B.C.,
Montreal, P.Q.,	Edmonton, Alta.,	Victoria, B.C.

The Maritime Provinces Trade Commissioner, 122 Federal Building, Toronto, Ont.

The Bureau of Provincial Information, Victoria, B.C.

**Canadian exporters should, for follow-up purposes, transmit a copy of any reply sent in response to a Trade Inquiry to the Trade Commissioner in the territory from which the inquiry emanated.**

### Foodstuffs

531. GROCERIES.—An Edinburgh firm, a subsidiary of another with ample capital, desire to get in touch with Canadian firms able to ship goods suitable for the grocery trade.

532. DIABETIC SPECIALTIES.—A Harbin (Manchuria) firm wish to get in touch with Canadian exporters of diabetic specialties with a view to purchase or agency.

533. CONDENSED MILK.—A firm in Harbin, Manchuria, wish to hear from Canadian exporters with a view to purchase.

534. FRUIT PULPS.—South Wales agents ask for Canadian c.i.f. United Kingdom port quotations on fruit pulps suitable for jam making.

535. CANNED FRUITS.—A South Wales firm of agents desire to hear from Canadian exporters of canned fruits with a view to representation in South Wales. Offers of labelled and unlabelled cans invited and quotations to be c.i.f. Cardiff.

536. CANNED SALMON.—South Wales agents ask for c.i.f. Cardiff quotations on canned salmon of various grades with view to agency arrangement.

537. BACON.—A firm in Stirling, Scotland, at present large importers of Danish bacon, desire to import Canadian bacon at Glasgow direct from a Canadian packing establishment.

538. PRODUCE.—A commission agent in Havana desires to represent Canadian exporters of potatoes, wheat flour, seed potatoes, oats, and hay on commission basis only.

### Miscellaneous

539. FISH OIL.—A Buenos Aires (Argentina) firm desire to get in touch with Canadian exporters of fish oil for consumption and soap making with a view to agency.

540. PAINTS AND VARNISHES.—A Harbin (Manchuria) firm wish to hear from Canadian exporters of paints and varnishes with a view to purchase or agency.

541. TIRE COVERS.—Tire import firm in Batavia, Java, are interested in quotations on tire covers in lots of from 2,000 to 3,000.

542. ALUMINUM FOIL.—A commission agent in Havana desires to represent Canadian exporters of aluminum foil on commission basis only.

543. CHEMICALS AND CHEMICAL FERTILIZERS.—A firm in London, England, wish to get in touch with Canadian exporters of chemicals and chemical fertilizers (i.e. sodium bisulphate, calcium lactate, methyl acetone, and light chemicals generally).

## PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

### From Montreal

*To Liverpool.*—Montcalm, Aug. 26; Duchess of Atholl, Aug. 30 and Sept. 23; Duchess of Bedford, Sept. 2 and 30; Duchess of York, Sept. 9; Duchess of Richmond, Sept. 16—all Canadian Pacific; Antonia, Cunard Line, Sept. 1 and 29; Laurentic, White Star Line, Sept. 17.

*To London.*—Beaverford, Aug. 26 and Sept. 30; Beaverburn, Sept. 2; Beaverdale, Sept. 9; Beaverbrae, Sept. 16; Beaverhill, Sept. 23—all Canadian Pacific; Aurania, Aug. 26 and Sept. 23; Ausonia, Sept. 2 and 30; Ascania, Sept. 9; Alaunia, Sept. 16—all Cunard Line.

*To Southampton.*—Montrose, Sept. 1 and 29; Montclare, Sept. 10—both Canadian Pacific.

*To Manchester.*—Manchester Commerce, Aug. 25 and Sept. 29; Manchester Citizen, Sept. 1; Manchester Producer, Sept. 8; Manchester Division, Sept. 15; Manchester Brigade, Sept. 22—all Manchester Line.

*To Avonmouth, Cardiff and Swansea.*—Kastalia, Sept. 7; Concordia, Sept. 28—both Cunard-Donaldson Line; Nevisian, Aug. 27; Norwegian, Sept. 17—both Dominion Line.

*To Glasgow.*—Athenia, Aug. 26 and Sept. 23; Letitia, Sept. 9; Sulairia, Sept. 16—all Anchor-Donaldson Line.

*To Newcastle and Leith.*—Cairnesk, Aug. 26; Cairnglen, Sept. 9; Cairncross, Sept. 23 (also calls at Dundee)—all Cairn-Thomson Line.

*To Belfast and Dublin.*—Fanad Head, Head Line, Aug. 23 (cargo accepted for Londonderry and Cork).

*To Antwerp.*—Beaverford, Aug. 26 and Sept. 30; Beaverburn, Sept. 2; Beaverdale, Sept. 9; Beaverbrae, Sept. 16; Beaverhill, Sept. 23—all Canadian Pacific; Lista, Aug. 26; Hada County, Sept. 12 (also calls at Havre); Brant County, Sept. 27 (also calls at Havre)—all County Line.

*To Rotterdam.*—Lista, Aug. 26; Grey County, Sept. 9; Kings County, Sept. 21—all County Line.

*To Hamburg.*—Montrose, Canadian Pacific, Sept. 1 and 26; Remscheid, Aug. 26; Hagen, Sept. 21—both Hamburg American-North German Lloyd Line (also call at Bremen).

*To South France and Italian Ports.*—Valprato, Aug. 25; Valrossa, Sept. 7—both Lloyd Mediterraneo Italian Service.

*To Norwegian Ports.*—Idefjord, North American Line, Aug. 22.

*To Scandinavian and Baltic Ports.*—Ragnhildsholm, Swedish-American-Mexico Line, Sept. 6; Frode, Scandinavian-American Line, Sept. 14.

*To St. John's, Nfld., and St. Pierre-Miquelon.*—Reinunga, Aug. 22; Belle Isle, Sept. 1 and 15—both Newfoundland-Canada SS.; Silvia, Furness-Red Cross Line, Aug. 27 and Sept. 10.

*To Cornerbrook, Nfld.*—New Northland, Aug. 23 and Sept. 7 and 21; North Voyageur, Aug. 31 and Sept. 12 and 26—both Clarke SS. Co.

*To Hamilton (Bermuda), Puerto Rico, St. Kitts, Antigua, St. Lucia, Guadeloupe, Martinique, Barbados, St. Vincent, Grenada, Trinidad and Demerara.*—Chomedy, Aug. 26; Colborne, Sept. 9; Cornwallis, Sept. 23—all Canadian National.

*To Hamilton (Bermuda), Nassau (Bahamas), Kingston (Jamaica), and Belize (British Honduras).*—Lady Somers, Aug. 25 and Sept. 22; Cathcart (calls at St. Georges but not at Hamilton or Nassau), Sept. 2 and 30; Lady Rodney, Sept. 8; Cavalier (does not call at Hamilton or Nassau), Sept. 16—all Canadian National.

*To Bermuda, St. Kitts, Antigua, Guadeloupe, Dominica, Martinique, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo.*—Marie Horn, Aug. 26; a steamer, Sept. 10; Fernebo, Sept. 25—all Ocean Dominion SS. Corp.

*To Montevideo and Buenos Aires.*—Nordpol, I.F.C. Lines, Sept. 10.

*To Colombia, Ecuador, Peru and Chile.*—A steamer, Canadian National, August and September.

*To Auckland, Wellington, Lyttelton, Dunedin, Brisbane, Sydney and Melbourne.*—Canadian Challenger, Aug. 27; Canadian Constructor, Sept. 24—both Canadian National.

*To West and South African Ports.*—Calumet, Aug. 25; Cochrane, Sept. 25—both Elder Dempster & Co., Ltd.

### From Halifax

*To Liverpool.*—Nova Scotia, Sept. 6; Newfoundland, Sept. 27—both Furness Line; Baltic, Sept. 5; Adriatic, Sept. 19—both White Star Line.

*To London.*—London Exchange, Aug. 23; Japanese Prince, Sept. 13; London Corporation, Sept. 27—all Furness Line.

*To Antwerp.*—Westernland, Aug. 28 and Sept. 25; Pennland, Sept. 11—both Red Star Line.

*To Gothenburg.*—Kungsholm, Swedish-American Line, Sept. 17.



To *St. John's, Nfld., and St. Pierre-Miquelon*.—Nerissa, Aug. 23 and Sept. 6; Fort St. George, Aug. 30; Rosalind, Sept. 13—all Furness-Red Cross Line; Nova Scotia, Furness Line (does not call at St. Pierre), Sept. 6.

To *St. John's, Carbonear and Port Union, Nfld., and St. Pierre*.—Magnhild, Newfoundland-Canada SS., Aug. 25 and Sept. 8 and 22.

To *Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara*.—Lady Drake, Aug. 23; Lady Nelson, Sept. 6; Lady Hawkins, Sept. 20—all Canadian National.

To *Santiago (Cuba) and Kingston (Jamaica)*.—Calabria, Aug. 31 and Sept. 28; Andalusia, Sept. 14 (calls at Montego Bay and other Jamaican outports)—both Pickford & Black, Ltd.

To *Bermuda, St. Kitts, Antigua, Guadeloupe, St. Lucia, Dominica, Martinique, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo*.—Marie Horn, Aug. 31; a steamer, Sept. 15; Fernebo, Sept. 30—all Ocean Dominion SS. Corp.

To *Hamilton (Bermuda), Nassau (Bahamas), Kingston (Jamaica), and Belize (British Honduras)*.—Cavelier (does not call at Hamilton or Nassau), Aug. 22 and Sept. 19; Cathcart (calls at St. Georges, Bermuda, but not at Hamilton or Nassau), Sept. 5—both Canadian National.

To *Hamilton (Bermuda), Puerto Rico, St. Kitts, Antigua, St. Lucia, Guadeloupe, Martinique, Barbados, St. Vincent, Grenada, Trinidad and Demerara*.—Chomedy, Aug. 30; Colborne, Sept. 13; Cornwallis, Sept. 27—all Canadian National.

### From Saint John

To *Alexandria, Port Said, Suez, Aden, Karachi, Bombay, Colombo, Madras, Rangoon and Calcutta*.—City of Oran, American and Indian SS., Sept. 27 (cargo accepted for other Eastern ports, also for British East African ports).

To *Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara*.—Lady Nelson, Aug. 29; Lady Hawkins, Sept. 12; Lady Drake, Sept. 26—all Canadian National.

To *Kingston and Jamaican Outports*.—Harboe Jensen, Aug. 27 and Sept. 10 and 24; I. K. Ward, Sept. 3 and 17—both United Fruit Line.

### From Quebec

To *Southampton*.—Empress of Australia, Aug. 25 and Sept. 14; Empress of Britain, Sept. 3 and 17—both Canadian Pacific.

### From New Westminster

To *Japanese Ports*.—Oregon Maru, Yamashita Shipping Co., Sept. 4.

To *Hongkong and Shanghai*.—Corneville, B. W. Greer & Son, Aug. 25.

To *United Kingdom Ports*.—Bienvenue, A. B. Graham, Aug. 25; Empire Star, American Mail Line, Sept. 6; a steamer, T. A. Lee & Holway, Sept. 10 and 25; Moveria, Balfour Guthrie & Co., Sept. 25.

To *London and Liverpool*.—Gracia, Balfour Guthrie & Co., Aug. 29 (also calls at Glasgow); Fresno Star, American Mail Line, Sept. 24 (also calls at Glasgow and Rotterdam).

### From Vancouver

To *Yokohama, Kobe, Shanghai and Hongkong*.—Tyndareus, Aug. 28; Protesilaus (call Miiki), Sept. 17—both Blue Funnel Line; Hikawa Maru, Nippon Yusen Kaisha, Sept. 8.

To *Yokohama, Kobe, Shanghai, Hongkong and Manila*.—Empress of Canada (calls Honolulu), Aug. 27; Empress of Russia (calls Nagasaki), Sept. 10; Empress of Japan (calls Honolulu), Sept. 24—all Canadian Pacific.

To *Honolulu, Suva, Auckland and Sydney*.—Aorangi, Canadian-Australasian Line, Sept. 14.

To *Macassar, Sourabaya, Samarang, Batavia, Singapore, Belawan Deli, Penang, Rangoon and Calcutta*.—Salawati, Silver Java Pacific Line, Sept. 7.

To *Auckland, Wellington, Melbourne and Sydney*.—Golden Cloud, Oceanic and Oriental Navigation Co., Sept. 17; Waikawa, Canadian-Australasian Line, Sept. 1 (also calls at Lyttelton and Dunedin).

To *Liverpool, London, Southampton and Rotterdam*.—Damsterdyk, Aug. 28; Loch Monar, Sept. 12; Delftdyk, Sept. 25—all North Pacific Coast Line.

To *London, Hull, Bergen and Oslo*.—Knut Nelson, Fred Olsen Line, Sept. 15.

To *Manchester*.—Pacific Grove, Furness (Pacific) Line, Sept. 3.

To *Scandinavian Ports*.—Balboa, Aug. 27; Annie Johnson, Sept. 20—both Johnson Line.

To *Port of Spain (Trinidad) and Bridgetown (Barbados)*.—King James, Canadian Transport Co., Ltd., Aug. 25.

To *Rio de Janeiro, Santos, Montevideo and Buenos Aires*.—Hindanger, Westfal-Larsen Co., Sept. 10 (cargo accepted for Pernambuco, Bahia, Rosario, Santa Fé and other ports).

To *Cape Town, Algoa Bay, East London, Durban and Laurence Marques*.—Danwood, British Columbia Shipping Agencies, Ltd., August.

# COMMERCIAL INTELLIGENCE SERVICE

343

## CANADIAN GOVERNMENT TRADE COMMISSIONERS

### Argentine Republic

ACTING TRADE COMMISSIONER, B. Mitre 430, Buenos Aires (1). (Territory includes Chile and Uruguay.) *Cable address, Canadian.*

### Australia

D. H. ROSS. Address for letters—Box 196C, G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable address, Canadian.*  
*Commercial Agent:* B. MILLIN, The Royal Exchange, Sydney, N.S.W.

### Belgium

HENRI TURCOT, 98 Boulevard Adolphe Max, Brussels. *Cable address, Canadian.*

### Brazil

A. S. BLEAKNEY. Address for letters—Caixa Postal 2164, Rio de Janeiro. Office—Ed. Da "A. Noite," Sala 802, Praca Maua. *Cable address, Canadian.*

### British West Indies

*Trinidad:* ACTING TRADE COMMISSIONER. Address for letters—P.O. Box 125, Port of Spain. Office—Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, and British Guiana.) *Cable address, Canadian.*

*Jamaica:* F. W. FRASER, P.O. Box 225. Office—Canadian Bank of Commerce Chambers, Kingston. (Territory covers Jamaica, Hayti, the Bahamas, and British Honduras.) *Cable address, Canadian.*

### China

L. M. COSGRAVE. Address for letters—P.O. Box 300, Shanghai. Office—Daily News Building, 17 The Bund, Shanghai. *Cable address, Canadian.*

PAUL SYKES. Address for letters—P.O. Box 160, Dairen, Manchuria. Office—Cornabe Building, 1 Higashi-Koen-Cho, Dairen, Manchuria. (Territory covers Manchuria.) *Cable address, Canadian.*

### Cuba

E. L. MCCOLL. Address for letters—Apartado, 1945, Havana. Office address—Calle Obrapia 35, Havana. (Territory includes San Domingo and Puerto Rico.) *Cable address, Canadian.*

### Egypt

YVES LAMONTAGNE. Address for letters—P.O. Box 1770, Cairo. Office—22 Shari Kasr el Nil, Cairo. (Territory includes the Sudan, Palestine, Cyprus, Iraq, Syria, and Persia.) *Cable address, Canadian.*

### France

HERCULE BARRÉ, 3 rue Scribe, Paris (9). (Territory includes French Colonies in North Africa.) *Cable address, Cancomac.*

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### India and Ceylon

R. T. YOUNG. Address for letters—P.O. Box 2003, Calcutta. Office—8 Esplanade Mansions, Government Place East, Calcutta. *Cable address, Canadian.*

### Irish Free State and Northern Ireland

J. H. ENGLISH, 66 Upper O'Connell Street, Dublin, Irish Free State (*cable address, Canadian*); and 44 Ann Street, Belfast, Northern Ireland (*cable address, Adanac*).



344  
**CANADIAN GOVERNMENT TRADE COMMISSIONERS—Con.**

**Italy**

A. B. MUDDIMAN, Via Manzoni Nr. 5, Milan (102). (Territory includes Spain, Portugal, Gibraltar, Canary Islands, Malta, Italian Colonies in Africa, Albania, and Jugoslavia.) *Cable address, Canadian.*

**Japan**

*Tokyo:* J. A. LANGLEY, Commercial Secretary; RICHARD GREW, Trade Commissioner. Address for letters—P.O. Box F101, Tokyo Central. Office—Imperial Life Assurance Building, Marunouchi, Tokyo. *Cable address, Canadian.*

*Kobe:* ACTING TRADE COMMISSIONER. Address for letters—P.O. Box 230, Kobe. Office—Chamber of Commerce Building, Kobe. *Cable address, Canadian.*

**Mexico**

ACTING TRADE COMMISSIONER. Address for letters—Apartado Num. 126-bis, Mexico City. Office—Edificio Banco de Londres y Mexico, Num. 30, Mexico City. (Territory includes Central American Republics.) *Cable address, Cancoma.*

**Netherlands**

J. C. MACGILLIVRAY, Beursplein 26B, Rotterdam. (Territory includes the Rhine Valley and Switzerland.) *Cable address, Canadian.*

**Netherlands East Indies**

G. R. HEASMAN. Address for letters—P.O. Box 84, Batavia, Java. Office—Chartered Bank Building, Melacca St., Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, and Siam.) *Cable address, Canadian.*

**New Zealand**

C. M. CROFT. Address for letters—P.O. Box 33, Auckland. Office—Yorkshire House, Shortland Street, Auckland. (Territory includes Fiji and Western Samoa.) *Cable address, Canadian.*

**Norway**

F. H. PALMER, Jernbanetorget 4, Oslo. (Territory includes Scandinavian countries and Finland.) *Cable address, Canadian.*

**Panama**

J. A. STRONG. Address for letters—P.O. Box 222, Panama City. Office—Royal Bank of Canada Building, Santa Ana Plaza, Panama City. (Territory includes Venezuela and Colombia.) *Cable address, Canadian.*

**Peru**

C. S. BISSETT. Address for letters—Casilla 1212, Lima. Office—Calle Coca, 478, Lima. (Territory includes Bolivia and Ecuador.) *Cable address, Canadian.*

**South Africa**

G. R. STEVENS. Address for letters—P.O. Box 683, Cape Town. Office—Cleghorn & Harris Building, Adderley Street, Cape Town. (Territory includes Southwest Africa, the Rhodesias, Nyasaland, Tanganyika Territory, and Kenya Colony.) *Cable address, Cantracom.*

**United Kingdom**

*London:* HARRISON WATSON, Canada House, Trafalgar Square, S.W.1. (Territory covers Home Counties, Southeastern Counties, and East Anglia.) *Cable address, Sleighing, London.*

*London:* J. FORSYTH SMITH, Fruit Trade Commissioner, Walter House, Bedford Street, Strand, W.C.2. *Cable address, Canfrucum.* (Territory—for fresh fruit only—covers United Kingdom, Norway, Denmark, Sweden, France, Holland, Belgium, Germany, and Spain.)

*Liverpool:* H. R. POUSSETTE, Century Bldgs., 31 North John Street. (Territory covers North of England, Lincolnshire, North Midlands, and North Wales.) *Cable address, Canadian.*

*Bristol:* DOUGLAS S. COLE, Sun Building, Clare Street. (Territory covers West of England, South Wales, and South Midlands.) *Cable address, Canadian.*

*Glasgow:* GORDON B. JOHNSON, 200 St. Vincent Street. *Cable address, Cantracom.*

**United States**

*New York City:* FREDERIC HUDD, 25 Broadway. (Territory includes Bermuda.) *Cable address, Cantracom.*

**Note.—Bentley's Second Phrase Code is used by Canadian Trade Commissioners**

345

# Commercial Intelligence Journal

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Minister: Hon. H. H. Stevens, M.P.

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## TABLE OF CONTENTS

	Page		Page
Index to the "Commercial Intelligence Journal" . . . . .	345	Exports to the United States of Agricultural Products, etc.: A Correction . . . . .	366
Australian Financial and Commercial Conditions . . . . .	345	Summary of the Trade of Canada, July Business Conditions in the United States . . . . .	367
New Zealand Market for Canadian Macaroni . . . . .	349	Foreign Trade of Japan, January to June, 1932 . . . . .	369
Agricultural Conditions in England and Wales . . . . .	350	Hat-making Industry in Italy . . . . .	373
Scottish Wheat and Flour Imports . . . . .	352	Tariff Changes, etc. . . . .	375
Trade of South Africa, 1931: Imports . . . . .	354	Trade Inquiries . . . . .	378
Economic Conditions in the Middle East . . . . .	361	Foreign Exchange Quotations . . . . .	380
Conditions of Tender for the British Forces in Shanghai . . . . .	366	Proposed Sailings . . . . .	380
		Commercial Intelligence Service . . . . .	383

## INDEX TO THE "COMMERCIAL INTELLIGENCE JOURNAL"

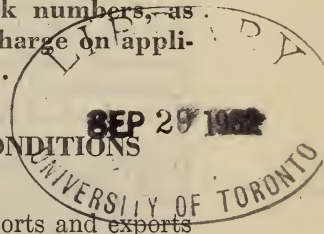
The Index to the *Commercial Intelligence Journal* for the six months ended June 30, 1932 (Nos. 1457 to 1482 inclusive), is now printed and is being sent out to subscribers. Canadian manufacturers and exporters are strongly advised to file all numbers of the *Commercial Intelligence Journal* for future reference, and to preserve them, with the Index, in bound volumes, or in some other convenient form. Back numbers, as well as additional copies of the Index, may be had free of charge on application to the Department of Trade and Commerce, Ottawa.

## AUSTRALIAN FINANCIAL AND COMMERCIAL CONDITIONS

D. H. ROSS, CANADIAN TRADE COMMISSIONER

Melbourne, July 20, 1932.—The summary of Australian imports and exports for the first eleven months (July to May) of the fiscal year ended on June 30, 1932, show the following comparative figures:—

	July to May	
	1930-31	1931-32
Exports of merchandise . . . . .	£82,494,507	£89,983,704
Imports of merchandise . . . . .	57,338,713	39,806,174
Excess of exports . . . . .	£25,155,794	£50,177,530
Exports of bullion and specie . . . . .	£ 9,653,423	£ 8,566,827
Imports of bullion and specie . . . . .	363,717	527,394
	£ 9,289,706	£ 8,039,433





Imports of merchandise declined by £17,532,539, while exports increased by £7,489,197, compared with the eleven months July to May of 1930-31. Exports of bullion and specie declined by £1,086,596 in the same period.

Reducing export values to sterling to enable a more equal comparison to be made, it is estimated that there was a favourable trading balance (including bullion and specie) of approximately £37,089,000 for the eleven months to May 31, 1932, compared with a favourable balance of £21,841,000 in the similar period of the previous fiscal year.

Imports of the following commodities showed the greatest decline in value as compared with figures for the corresponding eleven months of 1930-31 (shown in parentheses): petroleum, £2,690,427 (£4,637,263); electric machinery, £1,090,859 (£2,820,745); tea, £1,260,491 (£2,132,826); corn sacks, £1,344,675 (£2,180,232); silk piece goods, £2,242,247 (£2,877,218); tobacco unmanufactured, £522,121 (£1,358,812); iron and steel, £1,340,027 (£1,992,992); motor cars, £414,551 (£978,598); fertilizers, £390,617 (£692,031); whisky, £165,379 (£441,174); books, £640,766 (£910,292); carpets, £420,181 (£679,346); and outside packages, £1,102,792 (£1,696,760).

The following imports showed an increase over the previous eleven months: boots and shoes, £121,309 (£81,175); artificial silk yarns, £486,124 (£396,572); kinematograph films, £509,571 (£467,597); dyes, £178,683 (£105,107); sodium salts, £342,837 (£285,610); and gold, £512,065 (£341,055).

Exports (valued in Australian currency) of the following commodities increased in value during the eleven months under review as compared with the similar period of 1930-31: butter, £9,233,338 (£7,663,695); eggs, £553,352 (£326,396); lamb and mutton, £2,927,420 (£1,911,481); apples, £1,636,534 (£1,155,175); wheat, £17,675,286 (£13,051,808); flour, £3,498,459 (£3,253,909); sugar, £2,500,590 (£1,764,942); wine, £859,989 (£496,272); wool, £31,140,460 (£30,426,691); and tallow, £790,052 (£583,567).

On the other hand, exports of the following items decreased in value: beef, £1,753,418 (£1,908,136); raisins, £1,266,255 (£1,479,640); hides and skins, £2,243,508 (£3,390,245); pearlshell, £177,447 (£340,486); silver and silver lead concentrates, £29,633 (£202,561); zinc concentrates, £92,003 (£479,502); timber, £483,710 (£661,185); and gold, £7,839,708 (£8,856,692).

#### IMPROVEMENT IN AUSTRALIA'S FINANCIAL POSITION

The most satisfactory feature in Australian conditions at the present time is the strong market in London and New York for Australian Government loans. For the first time for over two and a half years Commonwealth loans are at a premium on the London Stock Exchange, which should offer assistance to the Commonwealth Government in arranging for a conversion of the New South Wales loan of £13,000,000 which matures in London on November 1 next. Probably this condition has been inspired largely by the announcement of the British Government Conversion Loan from 5 to 3½ per cent, which has had the effect of lowering interest returns on all gilt-edged securities.

The domestic market for all issues of Australian consolidated loans is also firm, and present indications strongly point to a par market in the near future. Further, the more confident feeling now existing has had a hardening effect on the prices of all securities.

Unfortunately, commodity prices still remain a disturbing element, and unless some recovery is recorded during the next few months export figures must considerably decline.

Seasonal conditions remain particularly favourable; the lambing season is now well advanced and a record wool clip is in sight. The recent London rise in wool is almost equivalent to 25 per cent on local values, and as the statistical

position of wool is reasonably sound, with little carry-over, it should not be long before the London rise is fully reflected in Australian quotations.

Business conditions show a slight improvement, and the future promises to be less difficult than at any time during the past two years.

The result of the Ottawa Conference on Imperial trade is eagerly awaited, as it is generally anticipated that at least some benefits will accrue.

#### REVENUE AND EXPENDITURE OF THE COMMONWEALTH AND STATES

The revenue and the expenditure of the Commonwealth and State Governments for the fiscal year ended on June 30, 1932, indicate that the Federal Government alone showed a surplus. The following return sets out the position:—

	Twelve Months to June 30, 1932		+ Surplus - Deficit
	Revenue	Expenditure	
Commonwealth . . . . .	£71,532,000	£70,211,000	+£ 1,321,000
New South Wales . . . . .	40,587,992	54,158,388	- 13,570,396
Victoria . . . . .	24,076,640	25,684,490	- 1,607,850
Queensland . . . . .	12,994,112	15,069,292	- 2,075,180
South Australia . . . . .	10,482,000	11,546,000	- 1,064,000
Western Australia . . . . .	8,035,316	9,593,212	- 1,557,895
Tasmania . . . . .	2,385,495	2,657,109	- 271,614
Combined deficiency for twelve months . . . . .			£18,825,934
		(@ \$4.86 to the £)	\$91,494,039

#### BANKS BUYING AND SELLING DOLLARS

Australian banks, on demand transactions, are to-day buying United States dollars at the rate of \$2.86 $\frac{3}{4}$  (selling at \$2.83 $\frac{1}{2}$ ), and Canadian dollars at \$3.31 $\frac{3}{4}$  (selling at \$3.27 $\frac{1}{4}$ ) in Australian currency, including the telegraphic transfer exchange on London of £25 10s. selling and £25 buying on every £100 English currency.

#### EXCHANGE RATES ON LONDON

Following the reduction from 2 $\frac{1}{2}$  to 2 per cent in the Bank of England rate, further slight readjustments in the Australia on London exchange rate has been made on all time drafts. The following are the current rates for buying and selling:—

	Buying		Selling	
	£	s. d.	£	s. d.
Telegraphic transfers . . . . .	125	0 0	125	10 0
On demand . . . . .	124	15 0	125	7 6
Thirty days . . . . .	124	10 0	125	5 0
Sixty days . . . . .	124	6 3	125	2 6
Ninety days . . . . .	124	2 6	....	
One hundred and twenty days . . . . .	123	18 9	....	

Notwithstanding the recent declaration by the Prime Minister that the Federal Ministry would not attempt to dictate to the Commonwealth Bank Board on the question of the rate of exchange, influences are being exerted by others to have the present rate of £125 in Australia for £100 in London increased. Most of the agitation appears to be arising in New South Wales owing to the Premier and one of the leading banks in that State advocating a higher rate to assist primary producers.

The associated banks in general have openly expressed their opposition to any increase in the rates at the present time. No adequate reason appears to exist why rates should be increased, whilst on the other hand evidence is accumulating which may justify a slight decrease in the future. Hitherto it has been an accepted axiom that exchange rates should be fixed on supply and demand, and should not be influenced by other considerations.



The Commonwealth Bank Board (free of political interference) controls the exchange rate, and has demonstrated on several occasions that no alteration in the exchange rates to suit sectional interests would be possible, and any adjustments would only be made after sound calculation of all the essential elements.

#### DIRECT RATES OF BANK EXCHANGE

Prior to the abandonment of the gold standard by the United Kingdom in September, 1931, Australian banks covered their customers—importing and exporting—by forward exchange contracts based on English currency. With more or less stable exchange conditions then ruling overseas, direct rates of exchange on the various countries of the world were not essential to Australian traders. The suspension of the gold standard by the United Kingdom, coupled with the virtual closing of the forward exchange market in the principal centres of the world, made the position of the Australian trader very difficult, and in order to overcome such difficulties the leading Australian bank instituted direct rates on the principal countries of the world, and in addition gave customers the benefit of forward exchange cover in the currencies concerned, which facilities now continue in operation.

In order that trade between two countries can be carried on successfully, it is essential that the party in one country can offer for sale or purchase goods priced in the currency of the country of the other party to whom such goods are offered.

If, for example, a wool exporter in Australia can offer wool for sale to an importer in Canada in Canadian currency, the transaction would be simplified as the Canadian importer would know the exact cost of the wool landed in Canada and be in a position to determine whether such wool can be handled profitably by him.

Similarly, an Australian importer purchasing canned salmon in Canadian currency can fix immediately the rate of exchange in Australia and is therefore in a position to cost his goods and sell at a fixed price in Australian currency for forward delivery.

#### AUSTRALIAN WHEAT AND FLOUR

*Wheat.*—Previous estimates of the 1931-32 Australian wheat crop were revised at the end of June—upon the basis of more accurate data—and the total is now stated to have aggregated 185,522,868 bushels, leaving an exportable surplus of 135,000,000 bushels, of which, at this date, approximately 15,000,000 bushels are available for export, half of which has already been committed for shipment.

At the end of the season the prospects are that the carry-over will be practically negligible. The downward tendency in Winnipeg and Chicago prices obviously has a bearing upon prices to be obtained for the comparatively small quantity of last season's harvest which Australia has now for export.

The average price to growers now ruling—depending on the distance from the seaboard—varies from 2s. 3d. to 2s. 6d., exclusive of the bounty of 4½d. per bushel (in Australian currency).

Some small shipments have been made during the last month to England, and a shipment from South Australia has been diverted to Vladivostok.

*Flour.*—As outlined a month ago, the downward trend in oversea wheat markets continues to depress Australian exports of flour which, some milling companies assert, makes the business offering unremunerative. During the month, however, considerable orders have been accepted particularly by mills carrying a large tonnage for realization. The outlook for higher prices is not reassuring, hence stocks are being liquidated at the lowest prices ruling for many years.

To-day's prices for standard quality flour per ton of 2,000 pounds f.o.b. steamer at main Australian ports (in Australian currency) are:—

	£	s.
Packed in sacks of 140 to 150 pounds gross . . . . .	6	10
Packed in hessian bags of 98 or 101 pounds gross.. . . .	6	15
Packed in calico bags of 40 pounds gross . . . . .	7	0

Particulars of shipments of Australian flour from the beginning of the season on December 1 (down to July 15) compare with the similar period of previous seasons as follows: 1929-30, 281,217 tons; 1930-31, 321,319 tons; 1931-32, 391,144 tons.

*Freight rates* continue with unimportant alteration, varying from 20s. to 22s. 6d. per ton to the United Kingdom for July and August shipments with a prospective advance of 2s. 6d. per ton for September loading. To Egypt and Italy the rates are about 2s. 6d. per ton higher than to the United Kingdom. The rate of freight from principal loading ports in Australia to Vladivostok averages about 18s. per ton (English currency).

#### AUSTRALIAN FLOUR FOR VLADIVOSTOK

During the last week some 15,000 tons of Australian flour were purchased for shipment during July to Vladivostok, the business being transacted through London, and the orders were distributed to Melbourne and Sydney milling companies.

The prices paid for the flour have not been disclosed, but—on reliable authority—it is stated that offers on the basis of £6 10s. (Australian currency) per ton of 2,000 pounds were not attractive to buyers, hence the assumption that the orders were placed on an average of £6 7s. 6d. per ton f.o.b.

As an illustration, the conversion and exchange rate on a shipment of 100 tons of Australian flour at £6 10s. per ton, equivalent to £650 in Australian currency—at to-day's rate—London would only require to send a telegraphic transfer of £520 in English currency in adjustment (i.e. £520 in English currency being equal to £650 in Australian currency).

## NEW ZEALAND MARKET FOR CANADIAN MACARONI

H. L. E. PRIESTMAN, ACTING TRADE COMMISSIONER

Auckland, July 22, 1932.—The market in New Zealand for macaroni was reported on in *Commercial Intelligence Journal* No. 1281 (August 18, 1928), and little change is noted in the situation at present except in total consumption, which shows a small reduction in quantity and a more considerable reduction in value.

Imports of macaroni, vermicelli, and spaghetti for the calendar year 1931 were 639,767 pounds valued at £9,614, of which Canada supplied 215,260 pounds (£2,781) and Australia 390,313 pounds (£6,341), the remaining small amounts coming from the United States, 30,578 pounds (£432), Italy, China, and France. Comparative figures for the years 1930 and 1929 (those for 1929 in parentheses) are as follows: total imports, 676,767 pounds (710,949); total value, £11,897 (£12,875); supplied by Canada, 233,264 pounds (243,364), £3,699 (£4,211); Australia, 384,963 pounds (406,116), £7,319 (£7,745); United States, 50,330 pounds (56,468), £707 (£821). Italy, China, and France, in that order, supplied the small balance.

The ports of entry to New Zealand for the calendar year 1931 were: Auckland, 232,938 pounds (£3,283); Wellington, 197,617 pounds (£2,940); Lyttelton (port for Christchurch), 63,208 pounds (£1,017); Dunedin, 57,848 pounds



(£912); all other ports, 88,186 pounds (£1,462). It will thus be apparent that Auckland and Wellington form the chief centres of distribution for macaroni products.

There is no domestic production of macaroni. Competition is practically confined to the products of Canada and Australia.

Macaroni, vermicelli, spaghetti, egg-noodles and similar alimentary pastes enter New Zealand free of duty under the British preferential tariff, which Canada has again enjoyed since May 24, 1932, when the Canadian and New Zealand Trade Agreement became effective. Under the general tariff the rate of duty is 25 per cent ad valorem, and under the Australian and New Zealand Reciprocal Trade Agreement the rate is 30 per cent ad valorem. This seeming advantageous position with regard to Canadian macaroni compared with the Australian product is minimized to some degree by consideration of the difference in exchange rates. Canadian funds are at a disadvantage by costing approximately 25 per cent premium, while Australian funds are at a discount of about 14 per cent in New Zealand. Despite this fact, Canadian brands of macaroni are believed to be landed at lower inclusive prices than the chief Australian brands, and are likewise sold retail at lower prices in the Auckland district.

One Canadian brand of macaroni sells retail in 1-pound packages for 6½d. each; two others sell at 7d., and another at 7½d. Australian retail prices are 7d. and 8½d., this latter being the largest seller in the Auckland district. The most popular lines are packed in individual 1-pound containers, and the Canadian lines offering are most attractively packed. The addition of recipes to some of the packages might improve demand. For sales in New Zealand it is preferable to use descriptive matter in the English language only.

Bulk sales of macaroni and spaghetti are effected from time to time to hotels and restaurants, and also to domestic firms who prepare canned spaghetti with tomato sauce. Several brands of domestic and imported canned spaghetti with tomato sauce are available, the imported lines being marketed retail at higher prices than the domestic lines, the smallest imported size selling at 5½d. retail, and the next larger size at 7½d., compared with 4½d. and 5½d. respectively for the domestic product in equivalent sizes.

In general, the demand for macaroni is not a large one, as the population of New Zealand contains very few people of Southern European extraction, but with some propaganda regarding the suitability of macaroni as a food, there would be reasonable prospects of increasing the volume of sales.

## AGRICULTURAL CONDITIONS IN ENGLAND AND WALES

HARRISON WATSON, CANADIAN TRADE COMMISSIONER

London, August 12, 1932.—The Ministry of Agriculture has issued practically simultaneously the agricultural returns of England and Wales at the beginning of June, and what is practically the first important crop report of the present year. The arrangement is a convenient one, to the extent that by consideration of the two memoranda jointly, more detailed light is thrown upon the current distribution of acreage, etc.

### AGRICULTURAL RETURNS

Statistics covering the year show that on June 4 last the total acreage of England and Wales under crops of all kinds had undergone a further decrease amounting to 84,000 acres, the respective totals being 25,283,000 acres in 1931 and 25,199,000 in 1932, although this is compensated for to some extent by an increase of 40,000 acres in what is described as rough grazings.

The acreage of arable land, amounting to 9,582,000 acres in 1931, is now 9,362,000 acres—a decline of 220,000 or approximately 2·3 per cent.

In the case of permanent grass land (amounting this year to 15,837,000 acres against 15,701,000 acres in 1931) there is an increase of 136,000 acres, or about 1 per cent, but of this, land suitable for the production of hay fell away by 232,000 acres, while land not for hay went up by 368,000 acres.

Regarding live stock, it suffices to say that increases took place in comparison with a year ago in all items except horses, cattle increasing from 6,065,000 in 1931 to 6,355,600 in 1932, or 4·8 per cent; sheep from 17,749,200 to 18,478,600, or 4·1 per cent; and pigs from 2,783,000 to 3,181,000, or 14·3 per cent. Horses simultaneously again fell away from 938,500 in 1931 to 916,600 in 1932, or 2·3 per cent, although the rate of decrease continues to slacken.

CONDITIONS OF THIS YEAR'S CEREAL CROPS

Turning to the monthly report, it is recorded that the warm and sunny weather of June returned during the early part of July, but was interrupted later in the month by unsettled conditions, accompanied by rain, winds, and unusually low temperature. Although these unfavourable conditions delayed harvesting and caused a certain amount of laying in particular districts, the weather which has prevailed since the beginning of the present month has been generally sunny and hot and has caused considerable improvement in conditions which were previously not unsatisfactory.

As will be seen from the following statistics of sowings, while the acreage of cereals, or what are described as "corn crops," generally show a decrease, wheat is an exception, to the extent that acreage increased by 91,000 acres in comparison with 1931, probably as a direct result of the adoption of the Wheat Quota:—

	1932 Acres	1931 Acres	Forecast 1932 Tons	Production 1931 Tons
Wheat . . . . .	1,288,000	1,197,000	1,110,000	962,000
Barley . . . . .	963,000	1,029,000	746,000	773,000
Oats . . . . .	1,577,000	1,652,000	1,194,000	1,239,000

The estimate of yields is based upon observations taken upon August 1. In this connection the Ministry, basing its estimate upon reports received from all districts, expected that the yield per acre of wheat would be about 17¼ cwts. for England and Wales—about equal to the ten-years' average and approximately 1 cwt. per acre more than in 1931—the increased production amounting to about 148,000 tons.

In the case of barley, whereas the probable yield is estimated at 15½ cwts. per acre or rather less than the ten-years' average but still a half cwt. more than last year, the decreased acreage is estimated to cause a reduction in yield of about 27,000 tons.

Regarding oats, the expected yield of more than 15 cwts. per acre promises a yield about the same as in 1931 and slightly above the ten-years' average.

Beans, at 17 cwts. per acre, are about three-quarters of a cwt. above the ten-years' average, but peas, at 13¾ cwts. per acre, promise to be half a cwt. below average.

POTATOES

As regards potatoes, the outlook is much better than might be expected from reports of damage which have been freely circulated. It states that early potatoes are being lifted in good condition, and that the crop generally varies from moderate to satisfactory. On the whole, an average yield may be anticipated, because the appearance of the main crop is good in most areas and generally free from disease.



## HAY

As to hay, the wet and rainy conditions previously referred to took place at a critical period and adversely affected a considerable proportion of the crop which was then being harvested. It is stated that the bulk of the seeds hay, and a good deal of meadow hay, was secured in excellent condition during the dry spell, and the quality is very satisfactory. Upon the other hand, a proportion of the crop which had been cut but not garnered sustained considerable damage. On the whole, the yield per acre of seeds hay is estimated at nearly  $28\frac{1}{4}$  cwts. per acre as compared with  $30\frac{1}{4}$  cwts. in 1931 and the ten-years' average of 28 cwts. In the case of meadow hay, a return of about  $19\frac{1}{2}$  cwts. per acre is estimated as compared with  $22\frac{1}{4}$  cwts. in 1931 and the ten-years' average of  $20\frac{1}{2}$  cwts. The hay acreage returned for England and Wales this year was 420,000 acres less than in 1931, and the total production of all kinds of hay is calculated to be about 1,300,000 tons less than last year.

## WHEAT AND FLOUR IMPORTS INTO SCOTLAND

A. J. TINGLEY, ASSISTANT TRADE COMMISSIONER

## WHEAT

Glasgow, August 6, 1932.—Statistics compiled from the Clyde and Forth Bill of Entry Forms indicate that Canada shipped more wheat into the ports of Glasgow and Leith—the only two ports that really count in the Scottish trade in wheat—during the first seven months of 1932 than in either of the corresponding periods of 1931 and 1929. An increase of 600,000 cwts. took place in the imports of Canadian wheat into Scotland to date this year as compared with last year, while total wheat imports show an increase of 218,000 cwts.

The figures for Glasgow and Leith are shown in the following tables:—

*Wheat Imports into Glasgow*

Origin	Jan.-July, 1932		Jan.-July, 1931		Jan.-July, 1929	
	Cwts.	Per Cent	Cwts.	Per Cent	Cwts.	Per Cent
Canada . . . . .	1,403,319	61.9	1,008,026	43.9	1,279,359	62.8
Australia . . . . .	746,955	32.9	852,946	37.2	332,124	16.3
United States . . . . .	60,279	2.6	126,064	5.4	359,319	17.7
Argentina . . . . .	40,370	1.8	36,660	1.5	55,000	2.7
Germany . . . . .	16,500	0.8	10,094	0.5	9,900	0.5
Russia . . . . .	.....	.....	228,334	9.8	.....	.....
Estonia . . . . .	.....	.....	45,540	1.9	.....	.....
Totals . . . . .	2,267,423	100.0	2,307,664	100.0	2,035,702	100.0

*Wheat Imports into Leith*

Origin	Jan.-July, 1932		Jan.-July, 1931		Jan.-July, 1929	
	Cwts.	Per Cent	Cwts.	Per Cent	Cwts.	Per Cent
Canada . . . . .	1,067,880	69.3	831,087	59.8	1,027,542	69.0
Australia . . . . .	106,237	6.8	279,133	20.0	129,875	8.8
United States . . . . .	47,392	3.1	17,142	1.2	99,687	6.8
Argentina . . . . .	183,520	11.9	.....	.....	162,520	11.0
Germany . . . . .	29,100	2.0	42,660	3.0	72,140	4.8
Russia . . . . .	106,568	6.9	155,948	11.0	.....	.....
Poland . . . . .	.....	.....	36,956	2.6	.....	.....
Ecuador . . . . .	.....	.....	35,000	2.4	.....	.....
Totals . . . . .	1,540,697	100.0	1,397,926	100.0	1,491,764	100.0

Imports into Glasgow and Leith for the period under review were 3,808,120 cwts. as compared with 3,590,094 cwts. and 3,527,466 for the corresponding period of 1931 and 1929 respectively.

As is indicated by the above figures, Canada has maintained her lead as Scotland's chief source of supply for wheat. As has been already stated, figures for 1932 show an increase in imports from Canada of over 600,000 cwts. when compared with the corresponding period of 1931, and from the Argentine of nearly 200,000 cwts. On the other hand, Australian shipments show a drop of nearly 300,000 cwts. from the peak period of last season, and imports from Russia have declined by 275,000 cwts. Shipments from the United States continue to decline; and while this year's receipts were only 35,000 cwts. less than those of last year, they show a drop of over 350,000 cwts. when compared with the corresponding period of 1929. The dominating position which Canada and Australia hold in the wheat trade in Scotland is illustrated by the following percentages of origin in the period under review: Canada, 65; Australia, 22; Argentine, 6; United States, 3; Russia, 3; and Germany, 1.

#### FLOUR

Imports of wheat flour into Glasgow and Leith (which together account for practically 90 per cent of the flour imports into Scotland) were 1,482,497 cwts. for the period under review compared with 1,600,456 cwts. and 1,662,964 cwts. for the corresponding periods of 1931 and 1929 respectively. The decrease in imports of 128,000 cwts. may be explained as a result of the general depression throughout the country and the passing of the Import Duties Act, which provides for a duty of 10 per cent ad valorem on all imported foreign flour.

British mills have also been well employed this season, as indicated by increased imports of wheat, and their output is undoubtedly competing strongly against imported flour.

#### *Flour Imports into Glasgow and Leith*

From	1932 Cwts.	1931 Cwts.	1929 Cwts.
Canada . . . . .	624,785	725,277	817,177
Australia . . . . .	667,851	363,161	289,526
United States . . . . .	157,674	460,547	493,839
France . . . . .	27,322	26,271	12,619
Hungary . . . . .	2,825	18,100	42,500
Germany . . . . .	590	4,600	6,900
Argentine . . . . .	1,250	.....	378
Holland . . . . .	200	2,500	25
Totals . . . . .	1,482,497	1,600,456	1,662,964

From the above table it will be seen that Australian shipments this year have increased by 300,000 cwts. when compared with the corresponding period of 1931. This has been due to abundant supplies in Australia, coupled with the favourable exchange rate and the subsidy paid to growers by the Government. Shipments from the Commonwealth, however, have been greatly curtailed during the past two months, and this is expected to continue for the balance of the year. Freight space for odd lots is difficult to secure and more attractive prices are now being realized in the Orient.

Imports from the United States have declined by fully 300,000 cwts. when compared with the corresponding period of last year. Shipments of Canadian flour have fallen by 100,000 cwts. when compared with last season, and by nearly 200,000 cwts. when compared with the corresponding period of 1929. The large increase in shipments from Australia, together with diminished import requirements, have been the chief contributing factors in this shrinkage.

At the present time Scottish millers are able to bring wheat cheaply from Vancouver, and quote attractive prices for their product. Latest prices for



British milled flour are as follows: third grade, 22s. 6d. per sack ex mill; straight run or middle grade, 24s. ex mill; short patent, 26s. ex mill.

Canadian prices should be practically 2s. per sack under these c.i.f., grade for grade, in order to compete. Recent quotations for "export patent" (all c.i.f.) are as follows: Australian, 18s. 6d. to 19s. 6d.; Canadian, 21s. 6d. to 22s.; United States milled, 25s. to 27s. "Straight run" is about 2s. per sack higher. Ontario winter wheat flour is quoted at roughly 21s. per sack c.i.f., while United States winter is regularly 2s. 6d. to 5s. per sack more, which with the import duty makes it close to 30s. per sack, landed, duty paid.

## TRADE OF SOUTH AFRICA IN 1931

J. L. MUTTER, ASSISTANT TRADE COMMISSIONER

### II. Imports

The total value of merchandise, exclusive of transit trade, imported into South Africa from overseas during 1931 was £48,285,651 compared with £57,930,747 in 1930. The decrease of £9,647,096 in the value of merchandise was over commodity groups as follows: animals, agricultural and pastoral products, £32,231; foodstuffs, £800,985; ales, spirits, wines, and beverages, £55,876; tobacco, £14,180; fibres, yarns, textiles, and apparel, £1,920,106; metals, metal manufactures, machinery, and vehicles, £3,097,644; minerals, earthenware, and glassware, £162,881; oils, waxes, resins, paints, and varnishes, £1,131,465; drugs, chemicals, and fertilizers, £406,927; leather, rubber, and manufactures thereof, £445,734; wood, cane, wicker, and manufactures thereof, £740,648; books, paper, and stationery, £325,523; jewellery, timepieces, and fancy goods, £352,219; miscellaneous, £160,677.

In the appended table is shown the value of merchandise imported from overseas, according to main groups, distinguishing imports from the British Empire, and showing also the percentage of the group total from each source, for the years 1930 and 1931:—

	United Kingdom	Other Parts of British Empire	Foreign Countries	Total
Animals, agricultural and pastoral products (not foodstuffs)—				
1931 .....	£ 111,242	16,567	74,502	202,311
	55.0%	8.2%	36.8%	100%
1930 .....	£ 134,728	18,795	81,019	234,542
	57.4%	8.0%	34.6%	100%
Foodstuffs—				
1931 .....	£ 739,988	1,781,895	1,585,018	4,109,901
	18.0%	43.4%	38.6%	100%
1930 .....	£ 813,802	2,166,725	1,930,359	4,910,886
	16.6%	44.1%	39.3%	100%
Ales, spirits, wines and beverages—				
1931 .....	£ 406,426	8,937	103,857	519,220
	78.3%	1.7%	20.0%	100%
1930 .....	£ 444,972	10,443	119,681	575,096
	77.4%	1.8%	20.8%	100%
Tobacco and manufactures thereof—				
1931 .....	£ 50,828	261	43,023	94,112
	54.0%	0.3%	45.7%	100%
1930 .....	£ 61,351	317	46,624	108,292
	56.6%	0.3%	43.1%	100%
Fibres, yarns, textiles and apparel—				
1931 .....	£ 7,570,963	983,183	5,814,453	14,368,599
	52.7%	6.8%	40.5%	100%
1930 .....	£ 9,617,464	1,262,327	5,408,914	16,288,705
	59.0%	7.8%	33.2%	100%
Metals, metal manufactures, machinery and vehicles—				
1931 .....	£ 7,239,815	635,968	5,966,710	13,842,493
	52.3%	4.6%	43.1%	100%
1930 .....	£ 9,010,705	705,142	7,224,290	16,940,137
	53.2%	4.2%	42.6%	100%

*Imports from Overseas into the Union of South Africa—Concluded*

	United Kingdom	Other Parts of British Empire	Foreign Countries	Total
Minerals, earthenware and glassware—				
1931 . . . . . £	391,759	29,824	599,989	1,021,572
	38.3%	2.9%	58.8%	100%
1930 . . . . . £	438,628	54,505	691,320	1,184,453
	37.0%	4.6%	58.4%	100%
Oils, waxes, resins, paints and varnish—				
1931 . . . . . £	583,684	350,524	2,455,331	3,389,539
	17.2%	10.3%	72.5%	100%
1930 . . . . . £	734,381	407,492	3,379,131	4,521,004
	16.3%	9.0%	74.7%	100%
Drugs, chemicals and fertilizers—				
1931 . . . . . £	1,041,349	110,964	1,066,913	2,219,226
	46.9%	5.0%	48.1%	100%
1930 . . . . . £	1,107,507	100,483	1,418,163	2,626,153
	42.2%	3.8%	54.0%	100%
Leather, rubber and manufactures thereof—				
1931 . . . . . £	869,273	262,669	751,590	1,883,532
	46.2%	13.9%	39.9%	100%
1930 . . . . . £	1,294,297	305,889	729,080	2,329,266
	55.6%	13.1%	31.3%	100%
Wood, cane, wicker and manufactures thereof—				
1931 . . . . . £	140,377	149,810	1,552,362	1,842,549
	7.6%	8.1%	84.3%	100%
1930 . . . . . £	188,538	256,046	2,138,613	2,583,197
	7.3%	9.9%	82.8%	100%
Books, paper and stationery—				
1931 . . . . . £	1,145,965	240,481	691,838	2,078,284
	55.2%	11.6%	33.2%	100%
1930 . . . . . £	1,323,910	295,896	784,001	2,403,807
	55.1%	12.3%	32.7%	100%
Jewellery, timepieces and fancy goods—				
1931 . . . . . £	613,140	15,455	531,695	1,160,290
	52.8%	1.3%	45.9%	100%
1930 . . . . . £	833,602	17,839	661,068	1,512,509
	55.1%	1.2%	43.7%	100%
Miscellaneous—				
1931 . . . . . £	845,877	19,391	686,755	1,552,023
	54.5%	1.2%	44.3%	100%
1930 . . . . . £	928,441	18,680	765,579	1,712,700
	54.2%	1.1%	44.7%	100%
Grand total—				
1931 . . . . . £	21,750,686	4,608,929	21,924,036	48,283,651
	45.1%	9.5%	45.4%	100%
1930 . . . . . £	26,932,326	5,620,579	25,377,842	57,930,747
	46.5%	9.7%	43.8%	100%

Under the headings which follow, imports comprising the various commodity classes are treated in greater detail.

## ANIMALS, AGRICULTURAL AND PASTORAL PRODUCTS

Imports in this group for 1931 registered a decline in value of £32,231, the principal items concerned, with their respective decreases, being: vegetable seeds, £4,531; sausage casings, £3,867; cows and calves, £3,189; ox and cow hides, £2,675; hair, £2,451; raw feathers, £2,170. As shown in the foregoing table, the United Kingdom supplied 55 per cent of the imports under this heading. Other British Empire countries contributed only 8.2 per cent, while 36.8 per cent originated in foreign countries, the principal foreign suppliers being: Portuguese East Africa, £14,256 (oilcake, hides and skins); United States, £13,370 (sausage casings, vegetable seeds and other vegetable products); Holland, £10,520 (plants and bulbs, potato starch).

## FOODSTUFFS

The declared value of foodstuffs imported from overseas during 1931 was £4,109,901 as compared with £4,910,886 in 1930, a decrease of £800,985. This



decrease is mainly attributable to reduced values of imports of wheat flour, rice, coffee, tea, sugar, and condensed milk, which were responsible for a total decline of £648,310. Imports of wheat flour fell by £164,787, showing the effect of the Flour and Meal Importation Restriction Act of 1931; but imports of wheat in the grain, to be milled by the local industry, advanced from 114,531,732 bushels in 1930 valued at £486,849 to 191,858,481 bushels in 1931 of a value of £513,069. The Canadian share of the trade in this grain, however, fell from £414,107 to £389,318, while imports from Australia were nearly doubled—£120,653 in 1931 as against £61,823 in the previous year. Imports of rice, though they increased in quantity from 92,805,217 pounds in 1930 to 96,247,739 pounds in 1931, fell in value from £511,917 to £369,589. Similarly with imports of coffee and tea, both of which were imported in increased quantities during 1931, though the declines in value, as compared with 1930, were £131,175 and £85,734 respectively. Imports of sugar were less than in 1930 by £70,994, and of condensed milk by £53,292.

Apart from the United Kingdom, which supplied 18 per cent of the total importation of foodstuffs in 1931, the chief countries participating in the trade, together with the principal items concerned, were: Ceylon, £548,614 (tea); Canada, £495,549 (wheat £389,318, preserved fish £39,100, fresh apples £11,323, wheat flour £19,044, chocolate confectionery £9,843); India, £457,560 (rice £272,808, tea £99,850); Brazil, £391,540 (raw coffee £383,205); United States, £248,896 (sugar, glucose, salad oils, dripping and fats, tinned meats, and tinned fish); Australia, £195,858 (wheat £120,653); Portuguese East Africa, £140,838 (fresh fruits £91,308, ground nuts £28,282); and Holland, £122,031 (full-cream condensed milk £34,100, dried fish £10,826, cocoa butter £13,503, and cocoa and chocolate not confectionery, chocolate confectionery and gelatine).

#### BEVERAGES AND SPIRITS

Beverages and spirits imported into the Union during 1931 were valued at £519,220 as compared with £575,096 in 1930. As in the case of tobacco and tobacco products, imports under this heading represent only a very small percentage of total South African demand. The production of wines and brandies is one of the most important of the domestic industries, and is accorded substantial tariff protection. As a result, only such potable spirits as are not produced in the country are imported from overseas. This practically limits importations to Scotch whisky and to certain types of wines produced only in continental countries. Whisky is by far the most important item under this heading and is supplied almost entirely by the United Kingdom. Out of a total importation in 1931 of 264,750 gallons valued at £327,693, the United Kingdom was responsible for 264,276 gallons valued at £327,084, the balance representing small shipments of Irish whisky from Ireland and rye whisky from Canada. Ale, beer, and stout to the value of £22,449 were imported during 1931, of which over half came from Germany. Imports of wines, heavy, light, and sparkling, totalled £36,620, the chief suppliers being France, Portugal, and Spain respectively. Non-potable spirits are included in the beverages and spirits group, and were valued in 1931 at £59,482. The United Kingdom, Germany, the United States, and France obtained practically all of this business.

#### TOBACCO AND MANUFACTURES

Cigars, cigarettes, goorak and hookah, snuff, and other manufactured and unmanufactured tobacco were imported into the Union during 1931 to the value of £94,112 as against £108,292 in 1930. The South African tobacco industry is heavily protected, and imports of tobacco products from overseas do not vary

much from one year to another. The most important items for the year under review were cigarettes valued at £47,647 from the United Kingdom, and cigars from Cuba and Holland valued at £26,838 and £9,201 respectively.

#### TEXTILES AND TEXTILE PRODUCTS

Textiles, apparel, yarns, and fibres valued at £14,368,599 were imported into South Africa during 1931 as against £16,288,705 in the previous year, and constituted the most important commodity group, from the standpoint of value of imports, for the year under review. The substantial decreases in imports under this heading were as follows: outer garments, £624,700; hats and caps, £78,000; hosiery, £85,500; underclothing, £63,900; bags, £274,200; blankets, £156,000; cotton piece goods, £389,800; haberdashery, millinery, and minor articles of attire, £137,300; silk piece goods, £120,600. Artificial silk piece goods registered an increase of £357,800. This increase, as well as the above-mentioned decreases, reflects the reduced buying power of the Union's population consequent upon depressed conditions throughout the world, and to a lesser extent the progress of South African clothing and textile industries. According to the 1931 Census of Productive Industries in the Union for the year 1929-30, the tailoring and clothing factories of the Union, for instance, produced articles to the value of £3,526,595 as compared with £3,486,047 in the previous year, while the output of dressmaking and millinery establishments advanced from £314,456 to £350,221.

Cotton piece goods valued at £3,111,159 were imported in 1931 as against £3,500,942 in 1930. This is the most important single item in the trade, being responsible for over 20 per cent of the total importation of textile products. It represents largely cheap cotton prints for the Union's seven and one-half million natives. The other items of chief importance include those mentioned in the foregoing paragraph with reference to decreased imports. The following comparative figures will explain these decreases in greater detail. Imports of men's outer garments declined from £903,225 in 1930 to £589,941, and women's outer garments from £1,589,111 to £1,339,507. Hats and caps of felt dropped from £211,656 to £160,813, while corresponding decreases were registered in imports of straw and other hats. Cotton hosiery is mainly responsible for the decline in imports of hosiery, falling from £272,633 in 1930 to £225,444. The change in imports of silk and artificial silk hosiery was not so much marked—£351,863 in 1931 as against £359,425 in the previous year. In the underclothing section, imports of knitted underclothing of all kinds were valued at £409,665 compared with £462,464 in 1930, and imports of woven cotton underclothing were £425,979 and £463,369 respectively for the same periods. A reflection of the extent to which the Union's exports of primary products have fallen is the decline in imports of jute bags for coal, grain, and sugar from £817,428 to £563,001. Cotton blankets for the native trade fell by nearly 50 per cent—£159,046 in 1931 compared with £286,875 in 1930—and imports of silk piece goods were less by £120,588 than in 1930.

The United Kingdom obtained 52·7 per cent of the Union's business in textile products, supplying the major part of imports of men's and women's outer garments, cotton and woollen piece goods, hats, caps, and hosiery. The other chief suppliers, in order of importance, were: Japan, £2,037,088 (silk, artificial silk, and cotton piece goods); India, £884,967 (jute bags and bagging); United States, £703,785 (cotton piece goods, silk and artificial silk hosiery, and miscellaneous articles of attire); Germany, £684,173 (cotton piece goods, women's outer garments, knitted underclothing, cotton hosiery, and soft haberdashery); France, £575,763 (silk and artificial silk piece goods, women's outer garments, miscellaneous soft haberdashery); Italy, £565,065 (cotton piece goods, blankets, felt hats); Belgium, £374,870 (cotton piece goods, women's outer garments,



woollen piece goods); Switzerland, £255,330 (soft haberdashery, knitted under-clothing); Czechoslovakia, £244,624 (cotton and woollen piece goods); and Holland, £173,022 (cotton and woollen piece goods).

#### METALS, METAL MANUFACTURES, MACHINERY, AND VEHICLES

Imports in 1931 of commodities in this classification were valued at £13,842,493, or £3,097,644 less than in 1930. Motor vehicles and accessories were responsible for £336,100 of this decline, and machinery for £1,213,700. Included in this group are South Africa's purchases of mining, agricultural, and industrial machinery, and transportation and building construction equipment. Imports of mining machinery, comprising battery shoes and dies, buckets and tip trucks, metal shaft sets, steel balls for tube mills, and miscellaneous mining equipment, declined from £954,467 to £794,361. Electrical machinery, the bulk of which was also destined for use in the mining areas, fell off from £1,403,777 in 1930 to £1,124,482. Industrial machinery, including factory plant, filters, fruit driers and evaporators, hydraulic and electric lifts, lathes, and unenumerated items, dropped from £824,079 to £798,245. Agricultural machinery imports were also smaller, the principal items concerned, with their respective decreases, being: cream separators, £8,992; binders, reapers, and mowers, £11,510; ploughs, harrows and parts, £113,584; and farm tractors, £107,266. Other conspicuous decreases occurred in imports of printing and bookbinding machinery (£28,473); sugar milling machinery (£29,563); miscellaneous machinery parts (£50,025); miscellaneous machinery (£114,401); bars, bolts, and rods (£67,770); wrought iron and steel pipes (£86,566); cutlery, not plated (£89,859); iron sleepers (£116,407); cable and wire (£95,078); motor cars (£135,670); motor truck chassis (£181,179); and motor cycles (£56,106).

Notwithstanding the decline in total imports of metals, machinery, and vehicles, there were one or two increases registered in imports of specific items, among which the most outstanding were telegraphs, telephones, material and instruments (£13,685); electrical heating and cooking apparatus (£42,708) (imports of these items from Canada were valued at £78,579 as against £61,276 in 1930, while the United Kingdom's share of the trade rose from £45,211 to £60,588); steel windows (£18,261); angle, channel, and T-iron (£7,670); unenumerated industrial machinery (£25,852); boilers for industrial purposes (£34,587); and threshing machines (£16,550).

Apart from the United Kingdom, which is credited with £7,239,815 or 52·3 per cent of the total trade in this class of merchandise, the chief suppliers were: United States, £3,274,136 (principally motor vehicles, parts and accessories, agricultural machinery and implements, electrical mining and industrial machinery, and mechanics' tools); Germany, £1,463,213 (miscellaneous machinery, iron and steel products such as bolts, bars and rods, wrought iron and steel pipe and fittings, cutlery, tools, wire netting and wire rope); Canada, £591,852 (motor vehicles and parts, electrical cooking and heating appliances, agricultural machinery and implements); Belgium, £355,228 (fencing droppers and standards, plain and barbed wire, wire rope, bolts, nuts and rivets, iron and steel plate); and Sweden, £193,513 (iron and steel manufactures, electrical machinery and parts, industrial machinery, and drill steel).

#### MINERALS, EARTHENWARE, AND GLASSWARE

Imports of minerals, earthenware, and glassware dropped from £1,184,453 in 1930 to £1,021,572 in 1931, a decrease of £162,881. The items chiefly responsible were: cement, which declined by £16,085; china and porcelain ware, which registered a drop of £7,084; plateglass (£16,427 less than in 1930); miscellaneous

glassware, £88,875 as against £113,370 in the previous year; bottles and jars, £128,615 as compared with £165,634 in 1930; and asphalt in bulk, imports of which were £20,627 less than in 1930.

The principal countries participating in the trade in these and kindred commodities (exclusive of the United Kingdom with 38.3 per cent of the total) were: Germany, £126,775 (bottles and jars, flooring and paving tiles, miscellaneous glassware); Belgium, £114,138 (building cement, window and plate glass); United States, £94,550 (asphalt and bitumen in bulk, bottles and jars); Czechoslovakia, £61,011 (china and porcelain ware, bottles and jars, window glass, and miscellaneous glassware); Japan, £59,930 (mainly china and porcelain ware).

#### OILS, PAINTS, AND VARNISHES

Out of a total importation in 1931 of oils, paints, and varnishes valued at £3,389,539, the United States was responsible for £1,342,812. The year's total was less than that of 1930 by £1,131,465, decreased imports of lubricating oils, illuminating and burning oils, and motor spirit (gasoline) being responsible. Imports of these three items were down by £96,600, £176,200, and £590,600 respectively. In value, motor spirits alone constitute approximately one-third of the yearly imports under this classification, and though in value the 1931 importation was less than in 1930, it was actually greater in quantity by 1,919,360 gallons than that of the previous year. With the exception of coconut oil, toilet soap, and miscellaneous waxes, there were no increases worth mentioning. Imports of these three items, however, advanced by £9,709, £10,677, and £4,208 respectively.

Apart from the United States, which obtained the bulk of the business in gasoline and lubricating oils, and the United Kingdom, which was responsible for 17.2 per cent of the total importation, the chief countries supplying were: Dutch East Indies, £660,837 (of which £558,333 was gasoline); India, £150,619 (chiefly paraffin wax); Russia, £102,592 (of which £94,720 represents gasoline); Australia, £95,535 (mainly animal tallow); Persia, £74,863 (fuel oils and illuminating burning oils); and Portuguese East Africa (coconut and other vegetable oils).

#### DRUGS, CHEMICALS, AND FERTILIZERS

Total imports in this group were valued at £2,219,226 or £406,927 less than in 1930. This decrease was chiefly due to reduced imports of the following fertilizers: superphosphates, £122,298 as compared with £262,314 in 1930; potash manures, £24,753 or £18,120 less than in the previous year; bone manures, £10,915 as against £26,342 in 1930; "other" fertilizers, which declined from £55,848 to £32,260. The manufacture of chemical fertilizers is progressing rapidly in the Union, and partly due to this fact, and partly to the reduced purchasing power of the farming community, are these decreases attributable.

Other conspicuous declines were registered as follows: crude glycerine, £23,988; sodium nitrate, £9,053; miscellaneous chemicals, £14,659; basic slag, £9,228; liquid substances for destroying insects, £6,966; while increases occurred in imports of sodium cyanide, borax, glycerine distilled in bulk, insect powder, specifics, and raw phosphates.

The United Kingdom, contributing 46.9 per cent of the total, was the principal supplier of goods classified under this heading. Other countries sharing in the trade were, in order of their importance: United States, £220,726 (insecticides, apothecaryware, specifics, perfumery and toilet preparations, tooth powders and pastes, flowers of sulphur); Germany, £195,035 (potash and bone manures, superphosphates, drugs and apothecaryware, specifics, miscellaneous chemicals and compounds); Holland, £143,517 (chiefly superphosphates); Canada, £99,-



402 (almost entirely sodium cyanide); Czechoslovakia, £91,949 (of which £87,142 represents sodium cyanide); and France, £84,681 (perfumery and toilet preparations, crude glycerine, druggists' sundries and specifics).

#### LEATHER, RUBBER AND MANUFACTURES

In the leather, rubber and manufactures class, total imports for 1931 were valued at £1,883,532 as compared with £2,329,266 in 1930. The principal items responsible for this increase were men's and women's leather footwear, leather in the piece, and motor car tires and tubes. Decreased imports as follows are recorded in the 1931 figures for these items: men's leather footwear, £60,655; women's leather footwear, £151,008; leather in the piece, £54,625; motor car tires, £140,511; motor car tubes, £19,316. Aside from depressed conditions, increased customs duties and rapid development of the domestic boot and shoe industry are responsible for the substantial drop in imports of footwear of leather. The following items, however, returned increased totals for the year under review: canvas footwear, £262,693 as against £166,867 in 1930. A tremendous increase in imports of cheap shoes of this type from Japan was mainly responsible. Canada, who three years ago enjoyed a fair share of this trade, has steadily lost ground to the Orient. Imports from Japan, which in 1929 were valued at £6,701, were £217,558 in 1931, while imports from Canada for the same two years were £65,313 and £13,503 respectively. Among other items showing increases were gloves, £4,040; and rubber heels and soles, £3,918.

The United Kingdom obtained 46·2 per cent of the trade in this commodity group, the balance being distributed between Japan, £225,180 (mainly cheap canvas rubber-soled footwear); Canada, £218,575 (principally motor car tires and tubes and canvas footwear); United States, £170,348 (tires and tubes, rubber hose, patent leathers); Germany, £134,240 (chiefly calf, glacé kid, and patent leathers in the piece); Czechoslovakia, £93,731 (of which over half was women's leather footwear); and France, £38,522 (leather in the piece, tires and tubes, and miscellaneous manufactures of rubber).

#### WOOD AND WOOD PRODUCTS

Wood and wood products to the value of £1,842,549 were imported into the Union in 1931 as against £2,583,197 in the previous year. The principal items contributing to this decrease, together with the amount involved in each case, were unmanufactured wood as follows: oak, £58,952; teak, £42,032; pitch pine, £29,610; other pine, £257,096; miscellaneous unmanufactured woods, £73,046; and flooring and ceiling, £114,400. The only outstanding increase in this group occurred in imports of boxes and box shooks for the fruit and dairy industries of the Union. These advanced from £205,046 to £224,435 in 1931. Depressed conditions in the building trade and in the domestic furniture manufacturing industry were responsible for the falling off in imports of structural timbers and furniture woods.

The United Kingdom obtains only a small share of this trade—7·6 per cent in 1931. The chief suppliers, apart from Great Britain, during the year under review were: Sweden, £460,735 (of which £200,850 represents box shooks, the balance being made up of unmanufactured pine and flooring and ceiling); United States, £308,360 (principally pitch pine, "other" pine, and oak); Finland, £213,716 (pine other than pitch, flooring and ceiling); Norway, £128,311 (flooring and ceiling, boxes and box shooks); Russia, £125,622 (of which £117,694 represents unmanufactured pine other than pitch pine); and Canada, £76,206 (pine, brushes and brooms, chairs, tool handles, and pulp board).

## PAPER AND PAPER PRODUCTS

Commodities under this heading to the value of £2,078,284 were imported into South Africa during 1931 as compared with £2,403,807 in 1930. The largest single items in the class are: newsprint in reels, £160,952 as against £210,833 in 1930; kraft, £70,853 or nearly £20,000 less than in the previous year; miscellaneous papers, £242,188 as compared to £265,986 in 1930; printing paper, other than newsprint, which dropped from £389,871 to £315,414; cardboard, linenboard, and strawboard, £127,009 or £16,432 less than in 1930; and books and music, £413,376 as against £445,953.

Great Britain's share of this trade for the year under review was £1,145,965 or 55.2 per cent.

Canada was next in importance with a total of £236,707 (chiefly newsprint and wrapping paper); followed by Germany, £183,437 (printing and other papers); Sweden, £134,310 (cardboard, kraft, and newsprint); and the United States, £123,760 (papers, books and music, and ruled and embossed paper and advertisements).

## JEWELLERY, FANCY GOODS, AND MUSICAL INSTRUMENTS

Of a total importation of merchandise thus classified valued at £1,160,290 or nearly £400,000 less than in 1930, the United Kingdom supplied £613,140 or 52.8 per cent. The most important decreases were registered in imports of gramophones and records, which dropped by £77,326; pianos, £21,058 as against £74,177 in 1930; other musical instruments, sporting goods, and toys.

The principal suppliers, exclusive of Great Britain, were Germany, £208,494 (pianos and other musical instruments); United States, £95,790 (gramophones and records, sporting goods); Switzerland, £78,862 (of which £77,044 represents watches and parts); and Czechoslovakia, £49,524 (jewellery and beads).

## ECONOMIC CONDITIONS IN THE MIDDLE EAST

GEO. R. HEASMAN, CANADIAN TRADE COMMISSIONER

Batavia, Java, July 28, 1932.—The second quarter of 1932 showed no improvement over the first. Imports and exports continued to fall and prices for produce generally weakened.

## Netherlands India

[One guilder or florin equals 40 cents Canadian at par]

The Governor General of Netherlands India, in his opening speech in the Volksraad, emphasized the need for economy in the face of falling trade and declining revenue. He pointed out how exports continued to be hampered by tariffs on all sides and competition from countries with depreciated currencies. The results have been curtailed operations, the closing of factories, and the discharging of personnel. It is fortunate that native food crops are plentiful and cheap. Some 35,000 coolies have been returned from the island of Sumatra, but these have all been absorbed in the native community. It is chiefly in districts where natives depend on earnings from work on estates, and are not growing their own food crops, that hardship is being severely felt.

## GOVERNMENT FINANCES

The revenue of Netherlands India still fails to reach the estimate, this in spite of the fact that increased taxation in many products is now in full effect.



The estimated revenue for the first four months of this year was 208,000,000 guilders. The actual revenue received was 130,000,000 guilders, 78,000,000 guilders below the estimate. Up to January, 1932, Netherlands India's debt has increased by 52,000,000 fl. It is expected that this will be increased by probably another 16,000,000 fl. by the end of 1932.

During the quarter a 50 per cent surtax on import duties in Netherlands India came into effect, as did also the several excise measures mentioned in the last economic report on this country.

With actual revenues falling below estimates, and with a considerable gap existing between estimated expenditure and revenue for 1933, further drastic economies as well as new means of taxation will have to be found. It is feared that salaries will again have to undergo a serious reduction. The crisis assessment in income tax will be levied again in 1933, and excise duties have been proposed on fireworks, mineral waters, syrups for the manufacture of soft drinks, and ice.

#### CREDIT RELIEF BANK FOR NETHERLANDS INDIA

A credit relief bank was formed during the quarter. The capital will be furnished by leading banks who will have representatives on the board of directors. It will operate with funds advanced by member banks, but the Government will protect the bank on loans up to 3,000,000 fl. after the statutory capital has been exhausted. The object is to assist estates and companies who are now unable to secure help.

#### IMPORTS AND EXPORTS

All the trade figures for the month of June are not yet available, but the following tables are sufficiently accurate to give an indication of the trend of trade.

Total imports into Netherlands India for the first six months of each of the following years were as follows: 1929, \$216,959,600; 1930, \$183,932,800; 1931, \$115,981,200; and 1932, \$88,092,400. Imports for 1932 represent a decline from those of 1929 of 60 per cent.

Imports from Canada into Netherlands India for the first six months of 1932, as listed by the local bureau of statistics, are given below. These figures do not include the Outer Islands for the month of June:—

Commodity	Total Imports		From Canada	
	Kg.	Fl.	Kg.	Fl.
Wheat flour . . . . .	34,582,325	2,575,556	133,501	9,904
Milk, condensed, sweetened . . . . .	2,590,622	1,178,730	23,000	11,076
Milk, condensed, unsweetened . . . . .	892,340	327,663	45,925	17,475
Salmon, canned . . . . .	115,996	59,086	33,578	10,877
Sardines, canned . . . . .	1,384,024	356,291	84,845	20,690
Apples, fresh . . . . .	665,744	139,794	15,000	3,363
Sulphate of ammonia . . . . .	65,681,831	5,897,179	3,545,111	283,808
Passenger cars . . . . .	1,755,180	1,892,371	13,705	20,594
Chassis for trucks and cars . . . . .	532,406	447,091	6,296	7,755
Auto accessories and parts . . . . .	354,372	408,267	8,660	17,446
Outer covers . . . . .	1,028,635	1,630,367	21,329	37,736
			Tons	
Total . . . . .	859,880	208,999,000	3,931	440,724

Total exports from Netherlands India for the first six months of 1932 were valued at \$129,638,000 compared with \$272,862,000 in 1929. The quantity exported in 1932, however, was 4,258,967 metric tons compared with 4,679,831 metric tons. While the value of exports was reduced by more than half, quantity fell only 9 per cent.

#### RUBBER

Up to the end of May rubber tapping in Netherlands India had been stopped entirely on 383 estates with a total tappable area of 123,976 acres. In addition,

131 estates have restricted tapping, involving an area of 33,908 acres. Total untapped area is therefore 157,784 acres or 24 per cent of the tappable area at the close of 1931. Exports do not reflect the decline in shipments that might be expected. This means that those estates which have definitely decided against closing have increased their production. However, one estimate places the decreased production in Netherlands India at 18,000 tons by the end of 1932.

#### TEA

The tea market in the last quarter remained fairly steady, with prices showing a slight downward tendency. Sales increased and shipments were well maintained. These were chiefly to Australia. During the quarter the United Kingdom granted 100 per cent preferential duties on Empire teas, which was a serious blow to the market. At the present time the industry is upset, awaiting the outcome of the Ottawa Conference. The one big remaining market for Java tea is Australia, and the local industry fears that Australia, as a result of the Economic Conference, may place a duty on non-Empire tea.

#### SUGAR

A recent contract for sugar was closed at \$2.50 per 220 pounds. This compares with the highest price on record of \$21.38 per 220 pounds during 1920, and the lowest price of \$3.24 per 220 pounds during 1902. The records in question date back to 1888, in which year sugar was sold at \$5.98 per 220 pounds. In addition to low prices, half the Java crop for 1932 is still unsold.

The results of the first quota year for sugar, which ended on April 1, 1932, are as follows: Java had a surplus stock at the beginning of the year of 463,008 tons. Production during the year amounted to 2,845,707 tons. Home consumption accounted for 360,061 tons and exports reached 1,542,042 tons, leaving surplus stocks on April 1, 1932, of 1,406,612 tons, of which by far the greater portion is still on hand at the time of writing.

#### TOBACCO

The tobacco industry is in a better condition than most of the other estate products of Netherlands India. Fear is felt at the present time that the natives, of whom there are thousands out of work, will turn to planting this product in the abandoned sugar cane fields, growing it in preference to maize or rice since it is more profitable. If this should happen, the increased production which would result would tend to place this crop in as bad a position as the others.

#### FAILURES

Failures during the second quarter of 1932 continued at a high rate, amounting in all to 348, which, however, is a decrease from the first quarter, when failures reached a record total of 412. These include European, Chinese, native and other Oriental firms as well as individuals. The number of European failures during the quarter for Netherlands India was 13, which is considerably higher than the 6 reported for the first quarter of the year. This is probably due to the heavy number of Chinese business failures, both individuals and firms, which took place in the first quarter and which has had its reaction on the European firms during the second three months.

#### SHIPPING

The annual reports for 1931 have been issued by the two largest Dutch steamship companies operating between Holland and this territory. The Rotterdam



Lloyd reports lack of cargo from Europe to Netherlands India, although there is still a considerable quantity of produce moving from Netherlands India. The decline in cargo from Europe is due to the curtailment of Government works, developments, extensions, re-equipment of factories and railways. A large number of the freight steamers have had to be laid up as a result. The Netherlands Steamship Company report that while tourist traffic was satisfactory, the collapse of sterling was felt considerably. On the whole, their 1931 results were more favourable than had been anticipated. They fail to find any indication for immediate improvement of trade. The mail service between Holland and Java is now maintained by eight mail steamers supplemented by fast freight boats. The freight service between Java and New York has also been curtailed. On the other hand, the freight service between Canadian Pacific Coast ports and this country has exceeded expectations.

### British Malaya

[One Straits dollar equals 56 Canadian cents at par]

Conditions in British Malaya, dependent as they are upon rubber and tin, are no better than those obtaining in Netherlands India. The depression is more noticeable, however, in the interior of Malaya than in the chief shipping ports, namely Singapore and Penang. Singapore, at the cross roads of shipping between East and West, is always busy, and the depression at the surface is not so noticeable. There have been several amalgamations of firms, and also a good number of failures among the Chinese. The European firms are displaying a tendency to be more cautious in ordering for stock, while liquidating of present supplies and the collection of outstanding accounts is now their chief concern.

The British Empire Shopping Week, which was held in Singapore in May, gave a decided fillip to the sale of British goods. There is a definite demand for articles of British origin in preference to those from other countries. British canned goods from Australia, the United Kingdom, and Canada are now securing a fair share of the market, whereas previously it was found most difficult to obtain business in competition with the established lines from the United States. This is an opportune time for Canadian manufacturers and exporters to make an effort to secure an entrée into the market of British Malaya.

Of special significance is the continued trend of the various states composing British Malaya to offer British preference in their tariffs. Tariffs and duties on goods entering British Malaya vary with the port of entry. Some are free, while others have a scale of duties, which in most cases are simple and low. These various preferences have been fully reported to the Department of Trade and Commerce, Ottawa, where full information may be obtained on application. A proposal for a Malayan Customs Union met with such serious opposition from Singapore business interests that it is not likely to be brought about.

Several new manufacturing industries have been started, the principal one being the erection of a second brewery in Singapore. When the four proposed breweries in Netherlands India are completed, there will be six breweries in operation in this territory as compared with none early in 1931. These breweries are undoubtedly going to offer a good market for Canadian malt. At the present time, however, due to the importance of their first brew being a success, they will not experiment with any new grades of malt, but will continue to use Southern European supplies, to which the brewmasters are accustomed. In 1933 it should be possible to secure trial business, and if Canadian malt proves successful substantial orders will undoubtedly follow.

TRADE OF MALAYA

Imports for the first six months of 1932 were valued at \$108,894,000 (Canadian) as against \$135,552,000 for the same period of 1931, a 21 per cent decrease. Exports for the first half of 1932 were valued at \$91,327,000 and at \$122,314,000 for the same period of 1931, a decline of 25·3 per cent. (June returns have been estimated, but should prove sufficiently accurate to give an indication of the trend.)

The decline in imports affects almost every class except cotton yarns and manufactures, which increased approximately 33 per cent in value. Woollen goods also showed an increase amounting to 13 per cent, and paper and paperware to 18 per cent. Groups in which there were declines of over \$1,000,000 (Straits) (\$560,000 Canadian) for the first five months of 1932 as compared with the same period of 1931 appear below:—

Group	Decrease Compared With Same Period of 1931 Per Cent
Grain, flour . . . . .	20
Non-ferrous metals, ore and scrap . . . . .	29
Rubber and gutta percha . . . . .	53
Earthenware, glass and abrasives . . . . .	27
Electrical goods and apparatus . . . . .	57
Machinery . . . . .	39
Vehicles including locomotives, ships and aircraft . . . . .	40
Seeds and nuts for oils, fats, resins and gums . . . . .	17
Drinks, alcoholic, and tobacco . . . . .	21

There are many other groups in which the percentage decline is equal to some of the above although the decline in value is not as great.

The values of export commodities have for the most part continued their downward trend. There was no improvement in the position of Malaya's two chief products during the half-year. Tin prices are steady, due to the international tin restriction scheme. Rubber prices were only half of those prevailing for the same period of 1931, 74 per cent less than in 1930, and 86 per cent less than in 1926. Tin prices compared favourably with those during the first five months of 1931, but were 15 per cent less than in 1930 and 40 per cent less than in 1929. The value of rubber exported during the first half of 1932 was 41 per cent less than in the first half of 1931. The total decline in value of all exports during the first half of 1932 as against the same period in 1931 was 25·3 per cent. Total rubber production during the first half of 1932 (with the month of June estimated) is placed at 200,620 tons compared with 211,055 tons for the same period of 1931. The production of tin and tin ore (72 per cent) during the first half of 1932, was estimated at 37,548 tons as against 59,595 tons for the same period of 1931.

In accordance with international agreements, the Federated Malay States have sanctioned a further restriction of tin output which will amount to 67 per cent of the estimated production. This restriction is in accordance with the proposal of the International Tin Commission to cut world production by another 20,000 tons. This has caused a considerable amount of dissatisfaction. As the world's largest source of supply for tin, producing 45 per cent of the total, any additional restriction of output is felt very keenly in Malaya.

**Siam**

[One baht equals 44 cents Canadian]

Imports into Siam for the first six months of 1932 were valued at \$17,243,622 Canadian (figures for June estimated) as against \$23,683,889 for the same period in 1931. This is a decrease of 28 per cent. Exports for the first six



months of 1932 were valued at \$23,643,919 as against \$26,682,908 for the same period of 1931. As in the case of British Malaya, the decline in trade is general, affecting almost every group heading. The value of rice exports, which is the life-blood of the country, for the first half-year was \$17,412,039 (June figures estimated) as against \$19,815,828 for the same period of 1931.

In general administration, Siam has to a great extent looked to the United Kingdom, especially in finance. When the United Kingdom abandoned the gold standard, it proved a serious matter for Siam, holding as it did large investments in England. Furthermore, it was unable to sell its rice in competition with Burma. On May 8 Siam also abandoned the gold standard and has again linked its currency with the pound sterling.

The budget estimate for the year ending March 31, 1933, which was announced in April, 1932, indicates increases in taxation which are expected to result in a balanced budget. Revenue and expenditure are both estimated at 74,500,000 baht (\$32,780,000). These estimates are approximately 20,000,000 baht (\$8,800,000) below those of previous years. Some of the taxes proposed to balance the budget have since been changed by the present Government in Siam; it will be recalled that a bloodless revolution in June resulted in the formation of a limited monarchy. The salaries tax, for instance, has now become an income tax. This has the effect of taxing unearned income, which was not the case in the salary tax. Other changes in taxation have been made to help the small landowner. No serious disturbance resulted from the revolution or change in the form of Government, and things appear to have settled down under the new régime.

### **GENERAL CONDITIONS OF TENDER FOR SUPPLIES FOR THE BRITISH FORCES IN SHANGHAI**

Mr. L. M. Cosgrave has forwarded to the Department of Trade and Commerce the general conditions of tenders for supplies for the British Forces in Shanghai. Among the commodities for which supplies are called for from time to time are: milk (condensed, unsweetened), dried fruits, onions, fresh vegetables, potatoes, mineral waters, fresh milk (pasteurized), fresh fish, eggs, sugar, coal, mustard, cheese, bacon, chickens. Copies of these general conditions may be obtained by interested Canadian firms on application to the Department of Trade and Commerce, Ottawa, quoting file No. 16377.

### **EXPORTS FROM CANADA TO THE UNITED STATES: A CORRECTION**

In the table of "Exports from Canada to the United States of Principal Commodities such as are Produced on Canadian Farms, or Manufactured Directly from such Farm Products," published on pages 312 and 313 of the last issue of the *Commercial Intelligence Journal*, an error occurred in the entry under "Butter" on page 313. The quantity of butter exported in the month of July, 1932, was given as 2,839 cwts. valued at \$41,048. The correct figures are 2 cwts. valued at \$27. This reduces the total value of the exports from Canada to the United States in the month of July, 1932, as given in the table, from \$377,958 to \$336,937.

SUMMARY OF THE TRADE OF CANADA: MONTH, FOUR MONTHS, AND TWELVE MONTHS ENDING JULY, 1932

(Compiled by External Trade Branch, Dominion Bureau of Statistics)

Main Groups	Month of July, 1932				Four Months ending July, 1932				Twelve Months ending July, 1932			
	Total Imports	From United Kingdom	From United States	Total Exports	Total Imports	From United Kingdom	From United States	Total Exports	Total Imports	From United Kingdom	From United States	Total Exports
	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
<i>Imports for consumption</i>												
Agricultural and Vegetable Products.....	7,461,576	1,181,020	2,823,395	30,862,485	4,206,037	12,441,894	109,901,779	23,648,678	37,831,745			
Animals and Animal Products.....	1,329,706	1,251,400	854,293	5,792,354	719,503	3,209,184	20,122,711	2,497,030	10,993,908			
Fibres, Textiles and Textile Products.....	4,551,672	2,161,389	1,455,353	20,536,532	8,106,780	7,191,369	74,309,231	28,238,203	26,493,450			
Wood, Wood Products and Paper.....	1,777,825	1,313,964	1,313,076	7,331,852	1,176,236	5,294,916	27,076,049	3,560,775	21,011,741			
Iron and its Products.....	5,129,888	1,056,963	3,742,140	24,828,967	4,784,608	18,787,240	78,811,071	13,089,155	61,925,207			
Non-Ferrous Metals and their Products.....	1,512,963	195,628	1,160,574	7,018,100	1,057,334	5,270,136	28,207,134	3,547,510	22,183,545			
Non-Metallic Minerals and their Products.....	9,367,126	1,632,079	5,812,931	33,639,589	4,438,528	23,042,538	98,444,920	10,576,510	73,688,280			
Chemicals and Allied Products.....	2,080,666	1,363,482	1,364,468	9,576,976	1,592,828	5,936,171	29,215,617	4,284,596	17,703,634			
Miscellaneous Commodities.....	2,499,149	376,322	1,764,525	11,022,929	1,683,032	7,601,855	37,490,127	6,149,952	25,688,876			
Total Imports, 1932.....	35,710,571	7,406,247	20,290,755	150,906,284	28,264,897	88,775,303	503,575,672	85,592,409	398,523,386			
1931.....	48,379,235	8,891,387	28,995,022	225,534,549	39,044,267	141,938,692	738,104,882	136,604,882	495,413,358			
1930.....	84,550,935	12,934,418	54,163,778	349,041,572	51,436,777	230,932,352	1,148,032,457	177,232,681	763,001,628			
<i>Exports (Canadian Produce)</i>												
Agricultural and Vegetable Products.....	17,301,655	8,315,596	273,338	57,986,037	25,607,889	1,398,349	192,397,700	92,640,262	8,478,222			
Animals and Animal Products.....	6,211,830	4,272,962	1,226,341	10,319,786	8,723,469	4,836,378	65,288,357	31,951,466	19,976,048			
Fibres, Textiles and Textile Products.....	506,389	79,659	191,933	1,967,788	501,782	615,183	5,152,596	1,267,125	1,293,193			
Wood, Wood Products and Paper.....	10,332,672	1,306,162	7,974,918	43,895,977	3,982,696	35,127,596	157,334,687	13,353,290	124,197,822			
Iron and its Products.....	2,016,217	455,176	1,549,309	5,429,302	1,833,366	676,234	14,104,200	4,410,572	2,349,151			
Non-Ferrous Metals and their Products.....	3,459,450	1,059,705	1,461,921	14,119,874	3,580,747	6,473,595	61,101,924	15,628,603	30,569,603			
Non-Metallic Minerals and their Products.....	739,170	41,686	415,672	2,920,721	273,341	1,775,834	11,465,397	890,790	6,944,133			
Chemicals and Allied Products.....	710,663	274,397	183,032	4,336,543	1,112,344	1,808,048	10,881,767	3,175,136	4,159,610			
Miscellaneous Commodities.....	1,043,138	283,007	548,499	3,860,906	1,242,177	1,795,703	11,692,777	2,787,442	6,803,017			
Totals, 1932.....	42,321,284	16,088,350	12,481,068	150,836,934	46,907,811	54,506,920	529,419,375	166,104,686	204,770,801			
1931.....	49,645,120	14,201,585	22,053,741	197,761,861	54,846,850	84,922,793	714,389,045	203,291,530	298,273,709			
1930.....	76,407,506	23,643,276	31,737,705	283,115,483	70,801,819	136,309,647	1,015,777,740	258,065,380	481,634,540			
<i>Exports (Foreign Produce)</i>												
Totals, 1932.....	710,387	129,227	491,154	2,753,523	388,929	2,100,584	10,257,078	1,045,601	8,255,842			
1931.....	995,458	38,831	860,770	3,717,660	262,427	3,008,932	13,704,773	1,158,379	11,023,587			
1930.....	1,498,118	104,195	1,287,369	7,298,268	544,853	6,247,806	22,805,686	1,430,244	19,629,959			
<i>Excess of Imports (i) or All Exports (e)</i>												
1932.....	(e) 7,321,100	(e) 8,811,330	(i) 7,318,533	(e) 2,981,173	(i) 19,031,843	(i) 22,167,799	(e) 36,087,814	(e) 71,557,878	(e) 85,496,743			
1931.....	(e) 2,261,343	(e) 5,349,029	(i) 6,080,511	(i) 24,055,028	(i) 16,065,010	(i) 54,006,967	(i) 55,011,854	(e) 67,845,027	(i) 186,116,062			
1930.....	(e) 6,645,311	(i) 10,813,053	(i) 21,158,644	(e) 58,627,821	(e) 19,409,895	(e) 88,374,899	(i) 109,449,031	(e) 87,202,943	(i) 261,737,129			



**BUSINESS CONDITIONS IN THE UNITED STATES**

M. J. VECHSLER, ASSISTANT TRADE COMMISSIONER

New York, August 15, 1932.—During the past few weeks a number of favourable developments affecting business conditions in the United States have taken place, together with some of a less encouraging character. General confidence has received a stimulus from the cessation of the gold outflow; the country's gold stock increased by \$43,000,000 during the five weeks ended July 20. The marked strengthening in commodity markets is another encouraging feature with higher quotations for several products, including live stock, hides, cotton, silk, sugar, corn, coffee, rubber, and tin. In most cases these advances have not reached considerable proportions, but they contrast with the series of recessions of the last three years.

Business activity as a whole has not advanced to higher levels, but encouraging gains have appeared in some directions. Steel mill ingot production during the first week of August declined to 14.5 per cent of capacity, which rate is lower than the level maintained during July. The decrease in automobile output continues to restrict steel mill operations. Tinplate output is also off about one-third; this is another depressing factor. The hoped-for increase in orders by agricultural implement manufacturers has not materialized and buying from that source is low.

The larger industries remain dull. Steel and scrap prices are firmer, but other descriptions in some cases are said to have sold at lower prices. Pig iron is inactive, with the smaller plants doing the most business. Shoe manufacturing is increasing in Boston and Milwaukee but falling off in St. Louis. The output of automobiles is decreasing, and some companies are shutting down entirely for the usual two weeks' vacation. The public demand for cars has been disappointing. Retail trade is still on a hand-to-mouth basis and collections as a rule are slow. The fact that in general the smaller manufacturers of goods are doing the better business is regarded as an indication that they are adapting themselves to existing conditions more readily than the larger manufacturers.

The President of the American Federation of Labour reports unemployment at 11,023,000 and forecasts the number idle by January at 13,000,000 if no improvement in conditions takes place. During the past six months only one industry—the road-building industry—shows increased employment, when 51,000 were put to work, while factories laid off 640,000, the building industry 180,000, wholesale and retail stores 180,000, mines 150,000, hotels, railroads, and utilities 147,000, and the Federal Government 33,000.

The National Lumber Trade Barometer for the four weeks ended July 30, 1932, shows that production was 46 per cent below the corresponding week of 1931, as reported by the same 580 mills, and 63 per cent below the record of comparable mills for the same period of 1930. The 1932 softwood cut was 46 per cent below that of the same period of 1931, and the hardwood cut 52 per cent below that of 1931. The production of the reporting mills in the four weeks ended July 30, 1932, was 21 per cent of their rated capacity and 36.3 per cent of their three-year average production (same weeks of 1929-30-31).

Interest attaches to the preliminary report of the foreign trade of the United States for last month, when for the first time since August, 1931, an import surplus appeared. This development has little significance, for it was principally due to an increase of imports of the commodities that became subject to higher duties under the new Revenue Law. The invisible and capital items in the balance of payments of the United States have assumed such large proportions that merchandise totals are far from conclusive as indications of changes in

the aggregate balance. Partly because of the shrinkage of income from United States foreign investments, and partly because of the lack of normal exchange facilities in many of the countries that do business with the United States, a series of large import balances at present would not be regarded as a favourable development.

Merchandise exports in the second quarter of 1932 were valued at \$382,000,000 and were \$224,000,000 or 22 per cent less than in the corresponding period last year, while imports valued at \$350,000,000 showed a decline of \$189,000,000 or 16 per cent in the same period. The United States Department of Commerce in reporting the foregoing figures states that lower price levels were held responsible for 50 per cent of the decline in each instance.

There was a relatively smaller shrinkage in foreign trade than in domestic industrial activity, freight car loadings having fallen off 30 per cent in the same comparative periods. The outstanding developments in the foreign trade of the United States for this year's second quarter were: (1) greater stability of commodity prices; (2) continuation of heavy foreign shipments of raw cotton, wheat, and crude petroleum; (3) a decline in exports of automobiles, machinery, and other finished manufactures.

## FOREIGN TRADE OF JAPAN, JANUARY TO JUNE

A. KEITH DOULL, ASSISTANT TRADE COMMISSIONER

[NOTE.—One yen equals 0.4985 Canadian dollars at par; one kin equals 1.32 pounds]

Tokyo, July 28, 1932.—Japan's total foreign trade for the six months ended June 30 was valued at 1,366,265,482 yen. Of this amount, exports were valued at 549,746,866 yen as compared with 577,408,219 yen for the same months of 1931—a decrease of 27,661,353 yen; and imports at 816,518,616 yen as compared with 690,751,863 yen in the same period of 1931—an increase of 125,766,753 yen. Japan has thus an unfavourable trade balance of 266,771,750 yen for the period under review, as compared with an excess of imports of 113,343,644 yen in the first half-year period of last year.

### IMPORTS BY COUNTRIES

Imports from Asiatic countries were valued at 228,348,812 yen as compared with 286,895,120 yen in the 1931 period—a decrease of 58,546,308 yen. Imports from China proper and British India fell sufficiently to account for this decreased importation from all Asiatic countries. Imports from European countries were valued at 124,556,023 yen as compared with 102,433,324 yen in the 1931 half-year period—an increase of 22,122,699 yen. Imports from Great Britain were valued at 42,439,025 yen—an increase of 10,317,866 yen over 1931; imports from Germany at 41,982,799 yen as compared with 38,297,844 yen in the 1931 period—an increase of 3,684,955 yen. The only European countries from which Japan imported goods of less value than in the 1931 half-year were Italy, Czechoslovakia, Russia, Poland, Denmark, and Turkey. Imports from North American countries were valued at 343,888,808 yen as compared with 207,332,903 yen in the 1931 period—an increase of 136,555,905 yen. Imports from the United States were valued at 318,650,951 yen as compared with 190,153,445 yen in the same six months of last year; and from Canada at 25,226,007 yen as compared with 17,166,257 yen in the 1931 period—an increase of 8,059,750 yen. Imports from Central America were valued at 353,763 yen as compared with 82,022 yen—an increase of 271,741 yen. Imports from Mexico account for most of this increase, being valued at 278,804 yen as compared with 52,443 yen in the



1931 period. Imports from South America were valued at 3,376,847 yen as compared with 4,350,043 yen—a decrease of 973,196 yen. The value of the imports from Chile decreased by 1,304,658 yen; imports from Argentina, Brazil, and Peru increased, and from Uruguay decreased. Imports from Africa were valued at 15,552,918 yen as compared with 10,687,314 yen—an increase of 4,865,604 yen. Of this amount imports from Egypt were valued at 11,529,197 yen as compared with 8,225,326 yen in the 1931 period. Imports from Oceanic countries were valued at 85,355,233 yen as compared with 68,527,444 yen—an increase of 16,827,789 yen. Of this amount Australia supplied goods valued at 81,984,072 yen as compared with 66,024,295 yen.

#### PRINCIPAL COMMODITIES IMPORTED

Chief among the products imported by Japan to show increases in value as against the half-year period of 1931 were raw cotton amounting to 861,957,200 kin valued at 268,927,467 yen as compared with 665,413,100 kin valued at 187,113,230 yen in the 1931 period; sheep's wool amounting to 99,596,600 kin valued at 52,015,411 yen as against 74,833,400 kin valued at 48,152,346 yen; wheat valued at 33,617,989 yen as against 21,893,486 yen; steel valued at 28,932,936 yen as against 16,236,433 yen; aluminium at 4,451,335 yen as against 805,765 yen; lead valued at 6,121,368 yen as against 4,092,256 yen; and pulp valued at 8,882,488 yen as against 6,376,903 yen.

#### EXPORTS BY COUNTRIES

Exports to Asiatic countries were valued at 268,244,095 yen as compared with 273,181,742 yen in the 1931 period—a decrease of 4,937,647 yen. Whereas China proper was the largest Asiatic customer of Japan in the 1931 period, this place has been taken in the 1932 period by British India. China proper, Kwantung Province, and Dutch India follow. Exports to European countries were valued at 53,713,131 yen as compared with 51,636,569 yen in the corresponding period of last year—an increase of 2,076,562 yen. Great Britain took approximately 50 per cent of all exports to Europe. France, Holland, and Germany were Japan's next best European customers. Exports to North America were valued at 170,632,273 yen as compared with 202,619,754 yen—a decrease of 31,987,481 yen. Exports to the United States were valued at 166,102,585 yen, and to Canada at 4,344,306 yen. Exports to South America were valued at 1,599,648 yen as against 1,724,165 yen in the same period of last year—a decrease of 124,517 yen. Exports to Cuba, which was the largest Central American purchaser, were valued at 422,754 yen. Exports to South America were valued at 4,338,723 yen as against 5,396,891 yen in the 1931 period—a decrease of 1,058,168 yen. Of this amount, exports to the Argentine were valued at 2,086,365 yen. Exports to Africa were valued at 33,296,054 yen as compared with 30,785,137 yen—an increase of 2,511,017 yen. Exports to Egypt amounted to 18,659,952 yen—an increase of 5,978,906 yen. Exports to Oceanic countries were valued at 16,870,282 yen as against 10,867,542 yen—an increase of 6,002,740 yen. Exports to Australia were valued at 12,871,868 yen as compared with 7,107,231 yen; to New Zealand and Hawaii they remained about the same as for the corresponding period of last year.

#### PRINCIPAL COMMODITIES EXPORTED

Silk exports for the period under review amounted to 22,466,600 kin (137,460,941 yen) as compared with 22,964,600 kin (156,369,518 yen) in the corresponding period of 1931. Of this amount the United States purchases were valued at 126,019,405 yen, Great Britain, France, and Australia together taking most of the remaining exports. Cotton tissues were exported to the value of 107,866,285 yen as compared with 102,488,611 yen in the 1931 period. Of this amount

British India's purchases were valued at 33,856,775 yen, Netherlands India's at 17,119,386 yen, and China's at 14,816,860 yen. Pure and artificial silk tissues were exported to the value of 47,711,285 yen as compared with 43,406,319 yen in the same period last year. British India was the largest purchaser of these goods, with Netherlands India, Great Britain, Egypt, and Australia all taking substantial amounts. Exports of knitted goods were valued at 9,963,494 yen as compared with 10,758,992 yen in the 1931 period. Over 50 per cent of these exports were taken by British India, Great Britain, and the Philippines. Exports of hats and caps amounted to 1,026,733 dozens valued at 4,212,107 yen as compared with 6,063,584 yen in the 1931 period. Of this amount the United States is credited with 2,529,556 yen. Exports of potteries were valued at 8,702,078 yen as compared with 9,365,913 yen in the 1931 period. Of this amount the United States' purchases were valued at 2,651,386 yen, British India's at 1,219,265 yen, and Canada's at 790,891 yen. Exports of glass and its manufactures were valued at 3,750,775 yen as compared with 3,890,212 yen. British India, Dutch India, China, and the United States together took over 70 per cent of these exports. Exports of toys were valued at 5,324,988 yen as compared with 4,951,057 yen. The United States, Great Britain, British India, and Canada were the largest purchasers of these goods. Lamps and their parts were exported to the value of 4,613,041 yen as compared with 3,512,885 yen. The United States took approximately 50 per cent of these exports. Exports of brushes were valued at 1,213,399 yen as compared with 1,188,538 yen. The United States and Great Britain together took over 50 per cent of these exports.

### Trade with Canada

Japan's total trade with Canada for the six months under review was valued at 29,570,313 yen. Of this amount imports from Canada were valued at 25,226,007 as against 17,166,257 yen in the corresponding period of 1931—an increase of 8,059,750 yen; and exports to Canada were valued at 4,344,306 yen as against 7,395,381 yen—a decrease of 3,051,075 yen. Japan had thus an unfavourable balance of trade with Canada for the six months under review of 20,881,701 yen as compared with 9,770,876 yen in the 1931 half-year period.

#### IMPORTS FROM CANADA

Wheat imports from Canada for the period under review amounted to 147,-470,800 kin (6,002,101 yen) as against 152,287,600 kin (4,742,834 yen) in the 1931 period—a decrease in quantity although an increase in value. Total wheat imports were valued at 33,617,989 yen, of which Australia's share was valued at 27,032,017 yen, Canada's at 6,002,101 yen, and the United States' at 583,517 yen. From a point of view of tonnage, Canada was the largest supplier of paper pulp for the period under review, although the value of Norwegian shipments was slightly higher. Imports of paper pulp from Canada amounted to 35,942,300 kin (2,385,901 yen) as against 39,723,600 kin (2,504,771 yen) in the corresponding period of last year. Imports from Norway amounted to 28,007,100 kin valued at 3,066,677 yen. Imports of printing paper from Canada amounted to 22,-149,900 kin valued at 1,804,159 yen as against 5,543,800 kin valued at 403,610 yen in the 1931 period—an increase in value of 1,400,549 yen. It is of interest to note that in the half-year period of 1930 imports of paper from Canada were valued at only 106 yen. Canada is by far the largest source of supply of paper to Japan. The Dominion is also the largest supplier of lead to Japan, although imports from the United States were slightly higher in value. Imports of lead from Canada amounted to 19,676,400 kin valued at 2,327,295 yen as against 22,116,700 kin valued at 2,213,765 yen. Imports of lead from the United States amounted to 17,829,300 kin valued at 2,526,721 yen. Canada also shipped more zinc to Japan than any other country during the period. Imports of zinc



from Canada amounted to 10,490,700 kin valued at 1,294,893 yen as against 7,997,600 kin valued at 797,574 yen in the 1931 period. Imports of machinery from Canada were valued at 164,723 yen as against 89,181 yen in the 1931 period—an increase of 75,642 yen. Imports of lumber from Canada were valued at 4,327,353 yen as compared with 2,969,270 yen—an increase of 1,358,083 yen.

## EXPORTS TO CANADA

Although silk has always been Japan's chief export to Canada, exports of potteries take first place in value of exports to Canada for the period under review. Exports of potteries were valued at 790,891 yen as against 471,985 yen in the 1931 period—an increase of 318,906 yen. Raw silk exports to Canada amounted to 97,700 kin valued at 618,542 yen as against 202,700 kin valued at 1,440,915 yen—a decrease of 822,373 yen. Exports of silk tissues were valued at only 372,455 yen as against 2,607,370 yen in the 1931 period—a decrease of 2,234,915 yen. Buttons were exported to Canada valued at 86,273 yen as against 119,571 yen—a decrease of 33,298 yen. Lamps and parts were exported to Canada to the value of 104,006 yen as against 34,178 yen—an increase of 69,828 yen. Exports of toys to Canada were valued at 314,680 yen as against 213,565 yen—an increase of 101,115 yen. Exports of rice were valued at 239,669 yen as compared with 286,701 yen—a decrease of 47,032 yen. Exports of beans, tea, and silk handkerchiefs to Canada also showed a decrease, while exports of brushes and menthol crystal showed a slight increase.

## SUMMARY OF TRADE OF JAPAN

The following is a summary of Japan's external trade for the first six months of the years 1931 and 1932:—

	Jan.-June, 1931 Yen	Jan.-June, 1932 Yen
Exports . . . . .	577,408,219	549,746,866
Imports . . . . .	690,751,863	816,518,616
Total . . . . .	1,268,160,082	1,366,265,482
Excess of imports . . . . .	113,343,644	266,771,750

## CHIEF IMPORTS AND EXPORTS

The following table shows Japan's chief imports and exports for the first six months of 1932 ended June 30, showing increases or decreases compared to the corresponding period of 1931:—

Imports			Exports		
	Yen	Inc. or Dec.		Yen	Inc. or Dec.
Rice and paddy . . . . .	6,239,034	—	Wheat flour . . . . .	8,210,252	+
Wheat . . . . .	33,617,989	—	Sugar . . . . .	4,320,929	—
Beans . . . . .	25,217,224	+	Tea . . . . .	2,381,314	—
Beef . . . . .	2,707,502	—	Comestibles . . . . .	10,142,926	+
Hides and skins . . . . .	3,921,403	—	Camphor . . . . .	1,778,227	+
Leather . . . . .	2,151,674	—	Menthol crystal . . . . .	2,270,433	+
Oil . . . . .	25,461,968	+	Cotton yarns . . . . .	9,358,328	+
Rubber . . . . .	7,387,329	+	Raw silk . . . . .	137,460,941	—
Sulphate of ammonia . . . . .	6,853,306	—	Cotton tissues . . . . .	107,866,285	+
Synthetic colours . . . . .	6,122,196	+	Silk tissues . . . . .	47,711,285	+
Raw cotton . . . . .	268,927,467	+	Knitted goods . . . . .	9,963,494	—
Wool . . . . .	52,015,411	+	Hats and caps . . . . .	4,212,107	—
Paper pulp . . . . .	8,882,488	+	Buttons . . . . .	2,556,071	+
Printing paper . . . . .	3,320,570	+	Jewelry . . . . .	2,187,321	—
Coal . . . . .	13,929,879	—	Paper . . . . .	5,643,204	—
Steel . . . . .	28,932,936	+	Cement . . . . .	3,282,794	—
Lead . . . . .	6,121,368	+	Potteries . . . . .	8,702,078	—
Zinc . . . . .	2,456,163	+	Glass . . . . .	3,750,775	—
Automobiles and parts . . . . .	9,494,618	—	Brushes . . . . .	1,213,399	+
Machinery . . . . .	27,124,254	+	Lamps and parts . . . . .	4,613,041	+
Lumber . . . . .	18,252,646	—	Toys . . . . .	5,324,988	+
Oil cake . . . . .	26,738,749	—	Brass . . . . .	1,219,272	—

## CHIEF EXPORTS TO AND IMPORTS FROM CANADA

The following is a summary of Japan's chief exports to and imports from Canada for the six months ended June 30, 1932, showing increases or decreases compared with the corresponding period of 1931:—

Exports			Imports		
	Yen	Inc. or Dec.		Yen	Inc. or Dec.
Rice and paddy . . . . .	239,669	—	Wheat . . . . .	6,002,101	+
Tea . . . . .	144,429	—	Paper pulp . . . . .	2,385,901	—
Menthol crystal . . . . .	57,172	+	Newsprint paper . . . . .	1,804,159	+
Raw silk . . . . .	618,542	—	Lead . . . . .	2,327,295	+
Silk tissues . . . . .	372,455	—	Zinc . . . . .	1,294,893	+
Buttons . . . . .	86,273	—	Machinery . . . . .	164,723	+
Potteries . . . . .	790,891	+	Lumber . . . . .	4,327,353	+
Brushes . . . . .	81,468	+	Automobiles and parts . .	36,247	+
Lamps and parts . . . . .	104,006	+			
Toys . . . . .	314,680	+			

## HAT-MAKING INDUSTRY IN ITALY

A. B. MUDDIMAN, CANADIAN TRADE COMMISSIONER

Milan, August 5, 1932.—The industry of felt and straw hat making has been carried on in Italy for over six hundred years. The Italian Export Institute has just published a report on this industry, of which the following is a résumé.

## FELTS

The centres of the fur felt production are Piedmont, Alexandria, Intra and Biella; wool felt is made at Monza in Lombardy. For the former type, the furs of hare and rabbit are preferred, originating in great part from Australia and Great Britain; but where a shiny, very fine felt is required, use is made of muskrat. Very fine hats are made of domesticated rabbit fur, these being imported from Belgium, Germany and the United States, where the detaching of the hair from the skin is carried out. It has been found that by mixing the long fine fur of the hare with that of the rabbit, excellent light and hard-wearing felts are obtained. The very superior fur felts are made of beaver.

Wool felts are made from locally produced material, the wool combings of Merino, Vigogna and Cashmir sheep being preferred.

Annual consumption is estimated at 15,000 quintals of fur and from 40,000 to 50,000 quintals of wool and wool combings, used by over 120 factories employing about 16,000 persons. Most of these factories are situated in Lombardy. At Alexandria, where the finer type of fur felt is made, 4,000 workers are employed in producing 12,000 hoods daily; at Intra and Biella the more ordinary types are made, daily production being about 4,000 felts. The number of factories producing fur felts is about a hundred, employing from 7,000 to 8,000 persons, and with an annual production of 6,000,000 hoods, of which 5,000,000 are made up into hats.

The wool felts are made by about twenty factories employing from 5,000 to 6,000 workers, but the annual production is about 75,000,000 felts, a very large part of which goes abroad, only about a tenth remaining in Italy for finishing and transforming into hats. In Monza there are some fifty of these finishing establishments; two-thirds of their work is exported, only a small portion being actually consumed locally.



Apart from the usual wool felt shapes for men and women, there is a large production of fez, berets and caps carried on in 120 factories. All types are made chiefly for export. The principal centres are Monza, Florence, Naples, and Biella, while there are smaller factories in Alexandria, Mortara, Turin, and Cremona. Of recent years the production of Basque berets has been initiated with great success; the export markets are Finland, Great Britain, France, the United States, and Holland. These are made chiefly at Alexandria, Monza, and Florence; the knitted berets come from Biella and Mortara.

Wool and fur felts constitute the greater part of the Italian export industry in hats; these are chiefly for men, women's hats coming second. The total value of the entire exportation is almost 400,000,000 lire per annum, but a part of this is accounted for by straw hats.

The principal markets for Italian wool felts are the United States and Great Britain, which take quite 80 per cent of the total exportation. Felt hats, both of fur and wool, are exported to almost every country in the world; the principal outlet for women's hats are Great Britain, the United States, Argentina, and Switzerland. The exports to Canada consist almost entirely of the cheaper class of felts for women, in which a fairly large trade is done.

Berets and caps are absorbed for the most part by Eastern countries such as Egypt and British India, and by the United States.

#### STRAWS

Practically all the material used in the making of these hats is of local production. The straw braids are made from young spring wheat stalks called *marzuolo*, and are composed of a varying number of strands according to the quality. The finer types of braid are called "Marostica Jersey" and "Venice"; most of the export business is done in these better types of straw. Men's hats, on the other hand, are largely made from material imported from abroad. These braids are usually prepared in the home by female workers, while about 180 factories make them into shapes and hats; of these factories, about 100 are in Tuscany. The cultivation of the straw itself is carried on at Signa, Empoli, Marostica, and Loiamo, and the making up in the first three cities above mentioned, as well as in Milan.

Much of this production is exported in the form of braid, raw or merely bleached; while the finished hats are for the most part men's straw hats, 75 per cent of which are for export. Both these and the straw hats for women are made almost exclusively of Italian straw, only the cheaper type of men's hat, as mentioned above, being made with foreign material.

Chip hats are also produced, as a separate industry from the straw; but the straw hats, as well as the chip, are mostly produced for export, the production being about 4,500,000 hats per annum. Carpi, making a cheap chip hat, is an important centre of production, followed by Marostica.

Much business is carried on in the exportation of straw braids not made up into hats, and this is largely purchased by the United States, Germany, France, and Spain; hats ready made are furnished both to Great Britain and the United States. There is a good trade in the export of men's hats to the United States, Great Britain, and Holland, and some to Canada also. Women's hats also find a market in the United States, France, Argentina, and Canada.

## TARIFF CHANGES AND CUSTOMS REGULATIONS

### British Honduras Tariff Revision

The customs tariff of British Honduras was extensively amended by an ordinance dated July 27, 1932. Rates of duty are altered on a considerable number of articles, and surtaxes of 25 per cent and 37½ per cent are added to the rates on specified lists of goods subject to ordinary duty at ad valorem rates.

Former and new rates of duty on the principal items of interest to Canada are:—

	Former Rates		New Rates	
	British Preferential Tariff	General Tariff	British Preferential Tariff	General Tariff
Beer and ale, stout and porter including malted liquors in bottle or in wood... . . . .per gal.	40c.	50c.	50c.	75c.
Cattle living . . . . .per head	Free	Free	\$4	\$6
Swine, living . . . . .per head	Free	Free	\$1	\$2
Soda crackers and pilot bread packed loose in barrels and boxes, ad val.	5%	10%	10%	20%
Bicycles or tricycles other than motor	10% ad val.	20% ad val.	\$2.50 each	\$5 each
Bicycles or tricycles, motor. . . . .	10% ad val.	20% ad val.	\$10 each	\$20 each
Motor cars and motor vehicles, ad val.	10%	20%	10% (Maximum \$40 each)	20% (Maximum \$80 each)
Bran and pollard . . . . .ad val.	10%	20%	Free	10%
Cheese . . . . .ad val.	5%	20%	10%	20%
Cider and perry . . . . .per gal.	40c.	50c.	50c.	75c.
Cocoa, raw, ground, or otherwise prepared, except sweetmeats, ad val.	10%	20%	15%	30%
Coffee, ground or otherwise prepared, including coffee substitutes, extracts and essences . . . . .ad val.	10%	20%	15%	30%
Eggs . . . . .per doz.	Free	Free	3c.	5c.
Grain, except rice . . . . .ad val.	5%	10%	10%	20%
Maize meal or cornmeal and other flour and meal (except wheaten) ad val.	5%	10%	10%	20%
Beans and peas, whole or split, dholl and other pulse . . . . .ad val.	5%	20%	10%	20%
Arrowroot and other farinaceous preparations including corn flour, macaroni, oatmeal, rolled oats, sago, tapioca, vermicelli and other cereal foods . . . . .ad val.	5%	10%	10%	20%
Jams; canned and bottled fruits ad val.	10%	20%	15%	30%
Lard and lard substitutes per 100 lbs.	50c.	\$1	\$1	\$2
Machinery: Railway and tramway, sugar manufacturing (including rum distillation), mining (including oil mining), electric lighting and power for industrial purposes, other industrial and manufacturing, marine, water and sewerage, printing; and accessories, appliances and apparatus for use with such machinery . . . . .ad val.	Free	Free	Free	5%
Iron and steel nails, spikes, rivets, clinches, wire, metal gates ad val.	5%	20%	10%	20%
Barrels and drums of metal, empty ad val.	10%	20%	Free	Free
Milk condensed, containing not less than 8% butter fat . . . . .ad val.	Free	5%	Free	5%
Milk condensed, containing less than 8% butter fat . . . . .ad val.	20%	40%	25%	50%



## British Honduras Tariff Revision—Concluded

	Former Rates		New Rates	
	British Preferential Tariff	General Tariff	British Preferential Tariff	General Tariff
Milk preparations, including dried milk, milk powder, natural sterilized milk and evaporated milk				
ad val.	10%	20%	5%	10%
Oil fuel . . . . .per gal.	Free	2c.	3c.	6c.
Oil, illuminating, including kerosene, 150 deg. test and over .per gal.	1c.	2c.	2c.	3c.
Oil, illuminating, below 150 deg. test per gal.	1c.	2c.	4c.	8c.
Oil lubricating . . . . .per gal.	Free	5% ad val.	3c. per gal.	6c. per gal.
Motor spirit . . . . .per gal.	Free	2c.	3c.	6c.
Oil, linseed, raw or boiled . .ad val.	5%	10%	10%	20%
Oils, unenumerated, including essential and medicinal . . . . .ad val.	10%	20%	15%	30%
Painters' colours and materials				
ad val.	5%	10%	10%	20%
Paper, newsprint . . . . .ad val.	Free	5%	10%	20%
Perfumery, liquid . . . . .ad val.	25%	50%	15%	30%
Plate and plated ware . . . . .ad val.	10%	20%	15%	30%
Soap, common, laundry, polishing, soft ad val.	5%	10%	10%	20%
Spirits: Brandy, gin, rum, whiskey; cordials and liqueurs; bitters and spirituous flavouring extracts:				
Not over proof . . . . .per gal.	\$4.50	\$6	\$6	\$7.50
Over proof . . . . .per proof gal.	\$4.50	\$6	\$6	\$7.50
Sugar, refined or unrefined per 100 lb.	\$1	\$1.50	\$1.50	\$2.50
Tea . . . . .	10% ad val.	20% ad val.	8c. per lb.	12c. per lb.
Tobacco leaf . . . . .per lb.	10c.	15c.	15c.	25c.
Vegetables fresh . . . . .ad val.	Free	Free	10%	20%
Lumber compositions such as prest-wood, masonite, gyproc, poillite, cellotex, sheet rock, beaver board, wall board . . . . .	10% ad val.	20% ad val.	\$1.50 per M. ft.	\$3 per M ft.
Shooks, staves and headings .ad val.	10%	20%	Free	Free

None of the articles in the above list are subject to a surtax on the duty, but there is a tax of 5 cents on every package of goods imported into British Honduras, except passengers' baggage.

## Decreases in Tariffs of Honduras

Mr. H. Leslie Brown, Assistant Trade Commissioner in Mexico City, advises that a number of changes have been made recently in the import tariff of (Spanish) Honduras.

Under a decree published on July 8, 1932, the importation of passenger automobiles, trucks, tires, tubes, and grease is declared free of customs duties for a period of three years.

By a decree published on July 16, 1932, the import duties have been decreased on the following: stearin, graphite, factory and other heavy machinery and repair parts, candle wicks, paraffin, tallow and similar fats, Venetian talc, linseed oil, oils n.o.p., stearic acid, sulphuric acid, acetic acid, boracic acid, muriatic acid, formic acid, lactic acid, blood albumen, chrome alum, liquid ammonia, analynes, borax, carbonate of soda, tanning extracts, glycerine, hypo-sulphite of soda, naphtha, silicate of soda, caustic soda, sulphate of soda, and sulphide of soda.

Full information may be obtained on application to the Department of Trade and Commerce, Ottawa.

**French Duty on Hams**

Mr. M. Bélanger, Acting Trade Commissioner in Paris, writes under date August 10, 1932, that the French Government, by a decree published in the *Journal Officiel* of August 10, have extended to the United States the benefit of the minimum tariff on salted hams. As reported in *Commercial Intelligence Journal* No. 1487 (July 30, 1932), page 198, the duty on hams entering France was increased on July 7 from 175 francs to 400 francs per 100 kilos under the minimum tariff, and from 260 francs to 800 francs per 100 kilos under the general tariff. Previous to the above decree imports from the United States as well as Canada were assessed under the general tariff.

**Milling Percentage of Domestic Wheat in the Netherlands**

Mr. J. C. Macgillivray, Canadian Trade Commissioner in Rotterdam, writes under date of August 6 that the percentage of domestic wheat which Dutch millers must now use has been increased from 22½ to 25 per cent. This measure became effective on August 8.

**Supplementary Duties on Grain and Flour in Czechoslovakia**

Mr. R. S. O'Meara, Canadian Trade Commissioner in Hamburg, writes under date August 7, 1932, that, with effect from August 1, 1932, the supplementary duties on Czechoslovakian grain and flour in accordance with the law of June 5, 1930, are fixed as follows:—

	Supplementary Duty Czechoslovakian per 100 Kg. (220 Lbs.)	Customs Duty Crowns
Wheat and spelt . . . . .	25	30
Rye . . . . .	29	38
Barley . . . . .	36	34
Oats . . . . .	34	36
Flour and milled products . . . . .	58	70

(Par value of 1 Czechoslovakian crown=\$0.0296)

The supplementary duties on wheat and spelt, barley, and oats have not been changed. The supplementary duty on rye represents an increase from the former rate of 27 Czechoslovakian crowns per 100 kg., and that on flour and milled products an increase from the former rate of 56 Czechoslovakian crowns per 100 kg.

**Finnish Milling Regulations**

With reference to the report in *Commercial Intelligence Journal* No. 1480 (June 11, 1932), page 1024, regarding Finnish milling percentages, Mr. Frederick H. Palmer, Canadian Trade Commissioner in Oslo, advises under date of August 8, 1932, that in accordance with a resolution of the Finnish Diet of July 7, 1932, the milling percentages for rye and oats are to be as follows on and from July 7 until further notice: for home-grown rye 5 per cent, as previously; for home-grown oaten groats 5 per cent, previously 70 per cent; for home-grown rye flour 5 per cent, as previously.

**Exemptions from Gold Payment in the Uruguayan Tariff**

Advice has been received from Mr. Harris W. Brighton, Acting Trade Commissioner in Buenos Aires, that by a decree issued on June 28, 1932, the articles that are exempt from the payment in gold of 25 per cent of the duties (*Commercial Intelligence Journal* No. 1452, November 28, 1931), are definitely stated.

The items that are free from duty payment in gold of interest to Canada are the following: Nail wire, white lead, crude asbestos, arsenic, essence of turpentine, ferromanganese, phosphates, graphite for manufacture of cells and batteries, oilcloth for book-binding, magnesite, metal ingots, ochres, oxides, printing paper, tin and aluminium foils, salts, seeds, tobacco for mange cure, printing inks, and old rags.



## TRADE OPPORTUNITIES ABROAD FOR CANADIAN PRODUCTS

The Trade Inquiries for Canadian products published below have been received since the publication of the last issue of the *Commercial Intelligence Journal*. Interested exporters may secure the names and addresses of the firms making these inquiries, together with further details regarding the commodities required, on application to the Director, Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa, or—

### Secretary, Board of Trade—

Saint John, N.B.,	Toronto, Ont.,	Winnipeg, Man.,
Halifax, N.S.,	Woodstock, Ont.,	Vancouver, B.C.,
Quebec, P.Q.,	St. Mary's, Ont.,	New Westminster, B.C.,
Sherbrooke, P.Q.,	Portage la Prairie, Man.,	Prince Rupert, B.C.
Montreal, P.Q.,	St. Boniface, Man.,	

### Secretary, Chamber of Commerce—

Kingston, Ont.,	Peterborough, Ont.,	Victoria, B.C.
Oshawa, Ont.,	London, Ont.,	
Belleville, Ont.,	Hamilton, Ont.,	

Border Chamber of Commerce, Windsor, Ont.

Industrial Commissioner, Stratford, Ont.

La Chambre de Commerce, de Montréal, 25 St. James E., Montreal, P.Q.

### Secretary, Canadian Manufacturers' Association—

Toronto, Ont.,	Winnipeg, Man.,	Vancouver, B.C.,
Montreal, P.Q.,	Edmonton, Alta.,	Victoria, B.C.

The Maritime Provinces Trade Commissioner, 122 Federal Building, Toronto, Ont.

The Bureau of Provincial Information, Victoria, B.C.

## Foodstuffs

544. FRUITS.—A firm in Colombo, Ceylon, desire to act as agents for Canadian exporters of dried, tinned, and fresh fruits.

545. FRUITS (FRESH AND PRESERVED).—A Karachi (India) dealer in fruits and vegetables seeks a Canadian agency.

546. DRIED APPLES.—A Copenhagen firm of agents wish to represent a Canadian apple evaporator.

547. CANNED FRUITS.—Two Copenhagen firms of agents wish to represent a Canadian exporter of canned fruits.

549. CANNED SALMON.—Two Copenhagen firms of agents wish to represent a Canadian exporter of canned salmon.

550. CANNED SALMON.—An Antwerp (Belgium) firm desire to act as agents for packers of canned salmon.

552. CANNED LOBSTER.—A Copenhagen firm of agents wish to represent a Canadian lobster packer.

553. SARDINES AND PILCHARDS.—A Colombo (Ceylon) firm wish to hear from exporters of above lines with a view to representation.

554. CONDENSED MILK.—A Colombo (Ceylon) trading society seeks the Canadian agency for condensed milk.

555. GROCERY LINES.—A Colombo (Ceylon) firm seek the agency of Canadian grocery lines.

556. CHEDDAR AND CREAM CHEESE.—A French manufacturers' agent would like to represent Canadian exporters in France.

557. WHEAT FLOUR.—A Copenhagen firm of agents wish to represent a Canadian wheat flour exporter.

## Miscellaneous

558. MALTING BARLEY.—A Lima (Peru) firm wish to hear from Canadian exporters of malting barley.

559. SEED PEAS.—A West of England firm of merchants desire to receive samples and prices of Canadian garden or seed peas. Would prefer quotations c.i.f. United Kingdom port in sterling, but would consider Canadian dollar quotations f.o.b. Canadian Atlantic ports.

560. FEEDING STUFFS.—A Copenhagen firm of agents wish to represent Canadian exporters of cattle foods, such as maize and oil seeds.

561. RUBBER FOOTWEAR.—A Copenhagen firm of agents wish to represent a Canadian manufacturer and exporter of rubber footwear.

562. RUBBER KNEELING MATS.—A London firm wish to hear from Canadian manufacturers of the above, with a view to purchase.

563. PATENT LEATHER.—A Cawnpore (India) correspondent desires to represent Canadian tanners.
564. PATENT LEATHER.—A Copenhagen firm of agents and importers wish to establish connection with a Canadian manufacturer of patent leather.
565. LADIES' SILK GLOVES.—A Melbourne firm of importers wish to represent Canadian manufacturers of silk gloves.
566. EMERY CLOTH.—A Copenhagen firm of importers wish to get in touch with a Canadian manufacturer and exporter of emery cloth.
567. BAKELITE FOR RADIOS AND ELECTRICAL SUPPLIES.—A Copenhagen firm of agents wish to establish connection with a Canadian manufacturer of bakelite.
568. ELECTRIC LIGHT FITTINGS.—Canadian manufacturers are requested to write to a Cawnpore (India) agent with a view to representation.
569. BICYCLES AND ACCESSORIES; BICYCLE TIRES AND TUBES.—A Cawnpore firm desire to act as agents for Canadian manufacturers.
570. ROLLER SKATES AND TOYS.—A London firm invite tenders from Canada.
571. ARTICLES FOR THE COLOUR TRADE.—A Copenhagen firm of agents wish to represent Canadian manufacturers and producers of articles for the colour trade.
572. HARDWARE.—Canadian manufacturers of small patented and builders' hardware are requested to correspond with a London firm with a view to purchase.
573. HARDWARE.—A Copenhagen firm of importers wish to establish connection with Canadian manufacturers and exporters of hardware.
574. KITCHEN HARDWARE.—A Copenhagen firm of agents wish to represent a Canadian manufacturer of kitchen hardware.
575. KITCHEN HARDWARE.—A Copenhagen firm of importers wish to establish connection with a Canadian manufacturer of kitchen hardware.
576. WOODEN PRODUCTS.—A London firm of commission agents and buyers desire to hear from Canadian manufacturers of dowels, broom handles, maple flooring blocks, deck chair parts, kitchen chairs, parts for adjustable chairs, all forms of semi-manufactured wooden products, with a view to acting as agents, or direct purchase, if possible.
577. WOODENWARE.—A London firm of import agents wish to purchase wooden handles, pegs, etc.
578. WOODENWARE SCHOLASTIC SUPPLIES.—Canadian manufacturers are requested to submit prices to a London house for easel pegs, counting sticks, brush backs, rulers, pen-holders, T-squares, set squares, and drawing boards.
579. WOODEN PAILS AND CASH TILLS.—A London firm of buyers wish to receive offers from Canadian manufacturers of wooden pails for ice cream freezers, and wooden cash tills.
580. WOODENWARE.—A London firm of buyers desire to hear from Canadian exporters of the following with a view to purchase: birch dowels, rolling pins, egg stands, dolly pegs, spring pegs, taps, toilet fixtures.
581. CHAIRS.—A London firm wish to purchase bentwood and kitchen chairs with a view to shipment to West Africa.
582. STORE FURNITURE.—A Copenhagen firm of importers wish to establish connection with a Canadian manufacturer of store furniture.
583. DOUGLAS FIR LUMBER; PLYWOOD.—An Amsterdam firm desire to correspond with Canadian exporters of the foregoing with a view to agency arrangements.
584. TOOLS.—A Copenhagen firm of importers wish to establish connection with Canadian manufacturers and exporters of tools of various kinds.
585. ALUMINUMWARE AND LANTERNS.—A London firm desire to hear from Canadian manufacturers with a view to purchasing for the West African market.
586. WALLPAPERS.—A Copenhagen firm of agents wish to represent a Canadian manufacturer of wallpapers.
587. PAPER.—A Colombo (Ceylon) firm desire to act as agents for writing and printing paper and cardboard.
588. WRITING PAPER AND STATIONERY.—A Cawnpore (India) agency is desired for the abovementioned lines.
589. TOILET ARTICLES.—A Copenhagen firm of agents (and importers) wish to represent Canadian manufacturers of toilet articles of all kinds.
590. PERFUMERY, BARBERS' AND MANICURING SUPPLIES.—A Copenhagen firm of agents and importers wish to establish connection with Canadian manufacturers.
591. DENTAL EQUIPMENT AND SUPPLIES.—A Copenhagen firm of agents for hospital, surgical, and dental supplies wish to establish connection with a Canadian manufacturer of dental equipment and supplies.
592. CHEMICALS.—A Copenhagen firm of agents and importers wish to establish connection with Canadian producers of various kinds of chemicals.
593. BISCUIT TINS.—A Demerara (British Guiana) firm require round biscuit tins in knock-down state. Tin to hold 1½ pounds. Quotations with and without handles.
594. WIRE SCREEN.—A foreign firm doing indent metal business wish connection for wire screen, particularly of the type used for mosquito netting. Price must be low. Quotation c.i.f. Shanghai and full information as to discounts, etc., should be sent direct to the Canadian Trade Commissioner, Shanghai.



## FOREIGN EXCHANGE QUOTATIONS FOR WEEK ENDING AUGUST 22

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending August 22, 1932, with the official bank rate. Quotations for the week ending August 15, 1932, are also given for the sake of comparison:—

Country	Unit	Nominal Quotations in Montreal Week ending August 15	Nominal Quotations in Montreal Week ending August 22	Official Bank Rate
Austria	Schilling	\$ .1638	\$ .1611	7
Belgium	Belga	.1596	.1586	3½
Bulgaria	Lev	.0082	.0082	8
Czechoslovakia	Krone	.0340	.0338	5
Denmark	Krone	.2144	.2110	4
Finland	Markka	.0178	.0177	6½
France	Franc	.0451	.0447	2½
Germany	Reichsmark	.2738	.2717	5
Great Britain	Pound	4.0048	3.9565	2
Greece	Drachma	.0074	.0074	10
Holland	Guilder	.4634	.4596	2½
Hungary	Pengo	.2018	.1999	5
Italy	Lira	.0589	.0586	5
Jugo-Slavia	Dinar	.0205	.0204	7½
Norway	Krone	.2010	.1984	4½
Portugal	Escudo	.0379	.0376	6½
Roumania	Leu	.0069	.0068	7
Spain	Peseta	.0927	.0919	6½
Sweden	Krona	.2058	.2035	4
Switzerland	Franc	.2242	.2219	2
United States	Dollar	1.1500	1.1418	2½
Argentina	Peso (Paper)	.2932	.2883	—
Brazil	Milreis	.0862	.0856	—
Chile	Peso	.0696	.0691	5½
Colombia	Peso	1.0953	1.0933	6
Mexico	Peso	.3342	.3289	6-7
Peru	Sol	.2415	.2397	6
Venezuela	Bolivar	.1552	.1541	—
Uruguay	Peso	.5433	.5395	—
Cuba	Peso	1.1493	1.1410	—
Hongkong	Dollar	.2696	.2694	—
India	Rupee	.3024	.2997	—
Japan	Yen	.2829	.2626	4.38
Java	Guilder	.4611	.4584	4½
Shanghai	Tael	.3543	.35283	—
Siam	Baht (Tical)	.....	.....	—
Straits Settlements	Dollar	.4757	.4710	—
British Guiana	Dollar	.8452	.8392	—
Jamaica	Pound	4.0595	4.0308	—
Other British West Indies	Dollar	.8452	.8392	—
Martinique	Franc	.0450	.0448	—
Guadeloupe	Franc	.0450	.0448	—
Australia	Pound	3.2053	3.1667	—
Egypt	Pound (100 piastres)	4.1074	4.0579	—

## PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

### From Montreal

*To Liverpool.*—Duchess of Atholl, Aug. 30 and Sept. 23; Duchess of Bedford, Sept. 2 and 30; Duchess of York, Sept. 9 and Oct. 7; Duchess of Richmond, Sept. 16 and Oct. 14—all Canadian Pacific; Antonia, Cunard Line, Sept. 1 and 29; Laurentic, White Star Line, Sept. 17 and Oct. 15.

*To London.*—Beaverburn, Sept. 2 and Oct. 7; Beaverdale, Sept. 9 and Oct. 14; Beaverbrae, Sept. 16; Beaverhill, Sept. 23; Beaverford, Sept. 30—all Canadian Pacific; Ausonia, Sept. 2 and 30; Ascania, Sept. 9 and Oct. 7; Alaunia, Sept. 16 and Oct. 14; Aurania, Sept. 23—all Cunard Line.

To *Southampton*.—Montrose, Sept. 1 and 29; Montclare, Sept. 10—both Canadian Pacific.

To *Manchester*.—Manchester Citizen, Sept. 1 and Oct. 6; Manchester Producer, Sept. 8 and Oct. 13; Manchester Division, Sept. 15; Manchester Brigade, Sept. 22; Manchester Commerce, Sept. 29—all Manchester Line.

To *Avonmouth, Cardiff and Swansea*.—Kastalia, Sept. 7 and Oct. 19; Concordia, Sept. 28—both Cunard-Donaldson Line; Norwegian, Sept. 17; Nevisian, Oct. 8—both Dominion Line.

To *Glasgow*.—Letitia, Sept. 9 and Oct. 7; Sulairia, Sept. 16 and Oct. 14; Athenia, Sept. 23; Vardulia, Sept. 30—all Anchor-Donaldson Line.

To *Newcastle and Leith*.—Cairnglen, Sept. 9; Cairncross, Sept. 23 (also calls at Dundee); Cairnesk, Oct. 7—all Cairn-Thomson Line.

To *Belfast*.—Dunaff Head, Aug. 31; Lord Londonderry, Sept. 11—both Head Line (cargo accepted for Londonderry).

To *Dublin*.—Melmore Head, Head Line, Sept. 8 (cargo accepted for Cork).

To *Antwerp*.—Beaverburn, Sept. 2 and Oct. 7; Beaverdale, Sept. 9 and Oct. 14; Beaverbrae, Sept. 16; Beaverhill, Sept. 23; Beaverford, Sept. 30—all Canadian Pacific; Hada County, Sept. 13; Brant County, Sept. 27—both County Line (also call at Havre).

To *Rotterdam*.—Grey County, Sept. 9; Kings County, Sept. 21—both County Line.

To *Hamburg*.—Montrose, Canadian Pacific, Sept. 1 and 26; Hagen, Sept. 21; Remscheid, Oct. 20—both Hamburg American-North German Lloyd Line (also call at Bremen).

To *South France and Italian Ports*.—Valrossa, Sept. 7; Valflorita, Sept. 24; Giorgio Ohlsen, Oct. 5—all Lloyd Mediterraneo Italian Service.

To *Norwegian Ports*.—Toensbergfjord, North American Line, first half September.

To *Scandinavian and Baltic Ports*.—Ragnhildsholm, Swedish-American-Mexico Line, Sept. 6; Frode, Scandinavian-American Line, Sept. 18.

To *St. John's, Nfld., and St. Pierre-Miquelon*.—Belle Isle, Newfoundland-Canada SS., Sept. 1, 15 and 29; Silvia, Furness-Red Cross Line, Sept. 10 and 24.

To *Cornerbrook, Nfld.*—North Voyageur, Aug. 31, Sept. 12 and 25, and Oct. 10; New Northland, Sept. 7 and 21 and Oct. 5 and 19—both Clarke SS. Co.

To *Hamilton (Bermuda), Puerto Rico, St. Kitts, Antigua, St. Lucia, Guadeloupe, Martinique, Barbados, St. Vincent, Grenada, Trinidad and Demerara*.—Colborne, Sept. 9 and Oct. 21; Cornwallis, Sept. 23; Chomedey, Oct. 7—all Canadian National.

To *Hamilton (Bermuda), Nassau (Bahamas), Kingston (Jamaica), and Belize (British Honduras)*.—Cathcart (calls at St. Georges but not at Hamilton or Nassau), Sept. 2 and 30; Lady Rodney, Sept. 8 and Oct. 6; Cavalier (does not call at Hamilton or Nassau), Sept. 16 and Oct. 14; Lady Somers, Sept. 22—all Canadian National.

To *Bermuda, St. Kitts, Antigua, Guadeloupe, Dominica, Martinique, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo*.—A steamer, Sept. 10; Fernebo, Sept. 25; Marie Horn, Oct. 10—all Ocean Dominion SS. Corp.

To *Montevideo and Buenos Aires*.—Nordpol, I.F.C. Lines, Sept. 10; a steamer, Canadian South American Line, Sept. 18.

To *Colombia, Ecuador, Peru and Chile*.—A steamer, Canadian National monthly.

To *Auckland, Wellington, Lyttelton, Dunedin, Brisbane, Sydney and Melbourne*.—Canadian Constructor, Sept. 24; Canadian Highlander, Oct. 22—both Canadian National.

To *West and South African Ports*.—Cochrane, Elder Dempster & Co., Ltd., Sept. 25.

### From Halifax

To *Liverpool*.—Baltic, Sept. 5 and Oct. 3; Adriatic, Sept. 19—both White Star Line; Nova Scotia, Sept. 10; Newfoundland, Sept. 27—both Furness Line; Manchester Exporter, Manchester Line, Oct. 8.

To *London*.—Japanese Prince, Sept. 12; London Corporation, Sept. 27; London Exchange, Oct. 11—all Furness Line; Minnewaska, Sept. 18; Minnetonka, Oct. 2—both Red Star Line (also call at Havre).

To *Antwerp*.—Pennland, Sept. 11 and Oct. 9; Minnewaska, Sept. 18 (also calls at Havre); Westernland, Sept. 25; Minnetonka, Oct. 2 (also calls at Havre)—all Red Star Line.

To *Gothenburg*.—Kungsholm, Swedish-American Line, Sept. 17 and Oct. 15.

To *St. John's, Nfld., and St. Pierre-Miquelon*.—Magnhild, Newfoundland-Canada SS., Aug. 30 and Sept. 13 and 27 (also calls at Carbonear and Port Union, Nfld.); Fort St. George, Aug. 30; Nerissa, Sept. 6; Rosalind, Sept. 13—all Furness-Red Cross Line; Nova Scotia, Sept. 10; Newfoundland, Sept. 27—both Furness Line (do not call at St. Pierre).

To *Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara*.—Lady Nelson, Sept. 6 and Oct. 18; Lady Hawkins, Sept. 20; Lady Drake, Oct. 4—all Canadian National.

To *Santiago (Cuba) and Kingston (Jamaica)*.—Calabria, Aug. 31 and Sept. 28; Andalusia, Sept. 14 and Oct. 12 (calls at Montego Bay and other Jamaican outports)—both Pickford & Black, Ltd.



*To Bermuda, St. Kitts, Antigua, Guadeloupe, St. Lucia, Dominica, Martinique, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo.*—Marie Horn, Aug. 31 and Oct. 15; a steamer, Sept. 15; Fernebo, Sept. 30—all Ocean Dominion SS. Corp.

*To Hamilton (Bermuda), Nassau (Bahamas), Kingston (Jamaica), and Belize (British Honduras).*—Cathcart (calls at St. Georges, Bermuda, but not at Hamilton or Nassau), Sept. 5 and Oct. 3; Cavelier (does not call at Hamilton or Nassau), Sept. 19 and Oct. 17—both Canadian National.

*To Hamilton (Bermuda), Puerto Rico, St. Kitts, Antigua, St. Lucia, Guadeloupe, Martinique, Barbados, St. Vincent, Grenada, Trinidad and Demerara.*—Chomedy, Aug. 30 and Oct. 14; Colborne, Sept. 13; Cornwallis, Sept. 27—all Canadian National.

### From Saint John

*To Alexandria, Port Said, Suez, Aden, Karachi, Bombay, Colombo, Madras, Rangoon and Calcutta.*—City of Oran, American and Indian SS., Sept. 25 (cargo accepted for other Eastern ports, also for British East African ports).

*To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.*—Lady Nelson, Aug. 29 and Oct. 10; Lady Hawkins, Sept. 12; Lady Drake, Sept. 26—all Canadian National.

*To Kingston and Jamaican Outports.*—I. K. Ward, Sept. 3 and 17; Harboe Jensen, Sept. 10 and 24—both United Fruit Line.

### From Quebec

*To Southampton.*—Empress of Britain, Sept. 3 and 17 and Oct. 1 and 15; Empress of Australia, Sept. 14—both Canadian Pacific.

### From New Westminster

*To Japanese Ports.*—Oregon Maru, Yamashita Shipping Co., Sept. 4.

*To United Kingdom Ports.*—Empire Star, American Mail Line, Sept. 6; a steamer, T. A. Lee & Holway, Sept. 10 and 25; Moveria, Balfour Guthrie & Co., Sept. 25.

*To London and Liverpool.*—Gracia, Aug. 29; Gregalia, Oct. 9—both Balfour Guthrie & Co., Aug. 29 (also call at Glasgow); Fresno Star, American Mail Line (also calls at Glasgow and Rotterdam), Sept. 24.

### From Vancouver

*To Yokohama, Kobe, Shanghai and Hongkong.*—Hikawa Maru, Sept. 8; Hiye Maru, Oct. 6—both Nippon Yusen Kaisha; Protesilaus, Sept. 17; Ixion, Oct. 8—both Blue Funnel Line (also call at Miiki).

*To Yokohama, Kobe, Shanghai, Hongkong and Manila.*—Empress of Russia (calls Nagasaki), Sept. 10; Empress of Japan (calls Honolulu), Sept. 24; Empress of Asia (calls Nagasaki), Oct. 8—all Canadian Pacific.

*To Honolulu, Suva, Auckland and Sydney.*—Aorangi, Sept. 14; Niagara, Oct. 12—both Canadian-Australasian Line.

*To Sourabaya, Samarang, Batavia, Singapore, Belawan Deli, Penang, Rangoon and Calcutta.*—Bengalen, Sept. 16; Silverhazel, Oct. 16—both Silver-Java-Pacific Line (also call at Manila and Iloilo).

*To Auckland, Wellington, Melbourne and Sydney.*—Waikawa, Canadian-Australasian Line, Sept. 1 (also calls at Lyttelton and Dunedin); Golden Cloud, Oceanic and Oriental Navigation Co., Sept. 17.

*To Brisbane, Sydney, Newcastle, Melbourne and Adelaide.*—Tolken, Empire Shipping Co., Sept. 20.

*To Liverpool, London, Southampton and Rotterdam.*—Loch Monar, Sept. 12; Delftdyk, Sept. 25; Drechtdyk, Oct. 8—all North Pacific Coast Line.

*To London, Hull, Bergen and Oslo.*—Knute Nelson, Sept. 10; Abraham Lincoln, Oct. 8—both Fred Olsen Line.

*To Manchester.*—Pacific Grove, Furness (Pacific) Line, Sept. 3.

*To Marseilles, Genoa, Leghorn, Naples, Venice and Trieste.*—Feltre, Empire Shipping Co., Sept. 30.

*To Havre, Dunkirk, Antwerp and Rotterdam.*—Wyoming, Aug. 29; Washington, Sept. 17—both Empire Shipping Co. (cargo accepted for Bordeaux).

*To Scandinavian Ports.*—Annie Johnson, Sept. 20; Margaret Johnson, Oct. 6—both Johnson Line.

*To Port of Spain (Trinidad) and Bridgetown (Barbados).*—King James, Canadian Transport Co., Ltd., September.

*To Rio de Janeiro, Santos, Montevideo and Buenos Aires.*—Brandanger, Sept. 15; Brimanger, Oct. 4—both Westfal-Larsen Co. (cargo accepted for Pernambuco, Bahia, Rosario, Santa Fé and other ports).

**Note.**—Firms who desire information concerning ocean mail services may have their names placed on the mailing list of the Post Office Weekly Bulletin by applying to the Post Office Department.

# COMMERCIAL INTELLIGENCE SERVICE

383

## CANADIAN GOVERNMENT TRADE COMMISSIONERS

### Argentine Republic

ACTING TRADE COMMISSIONER, B. Mitre 430, Buenos Aires (1). (Territory includes Chile and Uruguay.) *Cable address, Canadian.*

### Australia

D. H. ROSS. Address for letters—Box 196C, G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable address, Canadian.*  
*Commercial Agent:* B. MILLIN, The Royal Exchange, Sydney, N.S.W.

### Belgium

HENRI TURCOT, 98 Boulevard Adolphe Max, Brussels. *Cable address, Canadian.*

### Brazil

A. S. BLEAKNEY. Address for letters—Caixa Postal 2164, Rio de Janeiro. Office—Ed. Da "A. Noite," Sala 802, Praca Maua. *Cable address, Canadian.*

### British West Indies

*Trinidad:* ACTING TRADE COMMISSIONER. Address for letters—P.O. Box 125, Port of Spain. Office—Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, and British Guiana.) *Cable address, Canadian.*

*Jamaica:* F. W. FRASER, P.O. Box 225. Office—Canadian Bank of Commerce Chambers, Kingston. (Territory covers Jamaica, Hayti, the Bahamas, and British Honduras.) *Cable address, Canadian.*

### China

L. M. COSGRAVE. Address for letters—P.O. Box 300, Shanghai. Office—Daily News Building, 17 The Bund, Shanghai. *Cable address, Canadian.*

PAUL SYKES. Address for letters—P.O. Box 160, Dairen, Manchuria. Office—Cornabe Building, 1 Higashi-Koen-Cho, Dairen, Manchuria. (Territory covers Manchuria.) *Cable address, Canadian.*

### Cuba

E. L. McCOLL. Address for letters—Apartado, 1945, Havana. Office address—Calle Obrapia 35, Havana. (Territory includes San Domingo and Puerto Rico.) *Cable address, Canadian.*

### Egypt

YVES LAMONTAGNE. Address for letters—P.O. Box 1770, Cairo. Office—22 Shari Kasr el Nil, Cairo. (Territory includes the Sudan, Palestine, Cyprus, Iraq, Syria, and Persia.) *Cable address, Canadian.*

### France

HERCULE BARRÉ, 3 rue Scribe, Paris (9). (Territory includes French Colonies in North Africa.) *Cable address, Cancomac.*

### Germany

ACTING TRADE COMMISSIONER, Mönckebergstrasse 31, Hamburg. (Territory covers Germany—except the Rhine Valley—Czechoslovakia, Austria, and Eastern European countries.) *Cable address, Canadian.*

### Greece

ACTING TRADE COMMISSIONER, 1 Corai Street, Athens. (Territory includes Turkey.) *Cable address, Canadian.*

### Hongkong

V. E. DUCLOS. Address for letters—P.O. Box 80, Hongkong. Office—Gloucester Building, Hongkong. (Territory includes South China, the Philippines, British North Borneo, and Indo-China.) *Cable address, Canadian.*

### India and Ceylon

R. T. YOUNG. Address for letters—P.O. Box 2003, Calcutta. Office—8 Esplanade Mansions, Government Place East, Calcutta. *Cable address, Canadian.*

### Irish Free State and Northern Ireland

J. H. ENGLISH, 66 Upper O'Connell Street, Dublin, Irish Free State (*cable address, Canadian*); and 44 Ann Street, Belfast, Northern Ireland (*cable address, Adanac*).



CANADIAN GOVERNMENT TRADE COMMISSIONERS—*Con.*

## Italy

A. B. MUDDIMAN, Via Manzoni Nr. 5, Milan (102). (Territory includes Spain, Portugal, Gibraltar, Canary Islands, Malta, Italian Colonies in Africa, Albania, and Jugoslavia.) *Cable address, Canadian.*

## Japan

*Tokyo*: J. A. LANGLEY, Commercial Secretary; RICHARD GREW, Trade Commissioner. Address for letters—P.O. Box F101, Tokyo Central. Office—Imperial Life Assurance Building, Marunouchi, Tokyo. *Cable address, Canadian.*

*Kobe*: ACTING TRADE COMMISSIONER. Address for letters—P.O. Box 230, Kobe. Office—Chamber of Commerce Building, Kobe. *Cable address, Canadian.*

## Mexico

ACTING TRADE COMMISSIONER. Address for letters—Apartado Num. 126-bis, Mexico City. Office—Edificio Banco de Londres y Mexico, Num. 30, Mexico City. (Territory includes Central American Republics.) *Cable address, Cancoma.*

## Netherlands

J. C. MACGILLIVRAY, Beursplein 26B, Rotterdam. (Territory includes the Rhine Valley and Switzerland.) *Cable address, Canadian.*

## Netherlands East Indies

G. R. HEASMAN. Address for letters—P.O. Box 84, Batavia, Java. Office—Chartered Bank Building, Melacca St., Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, and Siam.) *Cable address, Canadian.*

## New Zealand

C. M. CROFT. Address for letters—P.O. Box 33, Auckland. Office—Yorkshire House, Shortland Street, Auckland. (Territory includes Fiji and Western Samoa.) *Cable address, Canadian.*

## Norway

H. PALMER, Jernbanetorget 4, Oslo. (Territory includes Scandinavian countries and Finland.) *Cable address, Canadian.*

## Panama

J. A. STRONG. Address for letters—P.O. Box 222, Panama City. Office—Royal Bank of Canada Building, Santa Ana Plaza, Panama City. (Territory includes Venezuela and Colombia.) *Cable address, Canadian.*

## Peru

C. S. BISSETT. Address for letters—Casilla 1212, Lima. Office—Calle Coca, 478, Lima. (Territory includes Bolivia and Ecuador.) *Cable address, Canadian.*

## South Africa

G. R. STEVENS. Address for letters—P.O. Box 683, Cape Town. Office—Cleghorn & Harris Building, Adderley Street, Cape Town. (Territory includes Southwest Africa, the Rhodesias, Nyasaland, Tanganyika Territory, and Kenya Colony.) *Cable address, Cantracom.*

## United Kingdom

*London*: HARRISON WATSON, Canada House, Trafalgar Square, S.W.1. (Territory covers Home Counties, Southeastern Counties, and East Anglia.) *Cable address, Sleighing, London.*

*London*: J. FORSYTH SMITH, Fruit Trade Commissioner, Walter House, Bedford Street, Strand, W.C.2. *Cable address, Canfrucum.* (Territory—for fresh fruit only—covers United Kingdom, Denmark, Sweden, France, Holland, Belgium, Germany, and Spain.)

*Liverpool*: F. ROUSSETTE, Century Bldgs., 31 North John Street. (Territory covers North of England, Lincolnshire, North Midlands, and North Wales.) *Cable address, Canadian.*

*Bristol*: DOUGLAS S. COLE, Sun Building, Clare Street. (Territory covers West of England, South Wales, and South Midlands.) *Cable address, Canadian.*

*Glasgow*: GORDON B. JOHNSON, 200 St. Vincent Street. *Cable address, Cantracom.*

## United States

*New York City*: FREDERIC HUDD, 25 Broadway. (Territory includes Bermuda.) *Cable address, Cantracom.*

**Note.—Bentley's Second Phrase Code is used by Canadian Trade Commissioners**

# Commercial Intelligence Journal

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Minister: Hon. H. H. Stevens, M.P.

Deputy Minister: James G. Parmelee

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TABLE OF CONTENTS

	Page		Page
Mr. Fraser's Forthcoming Visit to the Bahamas . . . . .	385	Market for Canned Goods in India . . . . .	410
Change of Office Address in Havana, Cuba . . . . .	385	Quotations for Ecuador . . . . .	413
Mr. Croft's Itinerary in Canada . . . . .	385	Points for Exporters to Hongkong and South China . . . . .	414
Flour and Wheat Trade of Japan . . . . .	386	British Merchandise Marks Act . . . . .	417
Australian Market for Tobacco . . . . .	391	United Kingdom Tariff on Horticultural Products . . . . .	417
Changes in the Consular List . . . . .	394	Irish Free State Duties on Tools . . . . .	417
Trade of South Africa in 1931:		Canadian Canned Goods in Hongkong . . . . .	418
III. Origin of Imports . . . . .	395	Chinese Consular Invoices . . . . .	418
Conditions in Newfoundland . . . . .	402	Shipping Services to North China . . . . .	
Directions of United Kingdom Trade . . . . .	406	Ports . . . . .	418
London Market for Dehydrated Apple Rings . . . . .	407	Trade Inquiries . . . . .	419
Beekeepers' Supplies for the West of England . . . . .	408	Foreign Exchange Quotations . . . . .	420
Midsummer Trade in the West of England . . . . .	409	Proposed Sailings . . . . .	420
		Commercial Intelligence Service . . . . .	423

## MR. FRASER'S FORTHCOMING VISIT TO THE BAHAMAS

Mr. F. W. Fraser, Canadian Trade Commissioner at Kingston, Jamaica, will pay a visit to the Bahamas from September 24 to 29. Canadian firms interested in that market who may wish to communicate with Mr. Fraser should address letters in care of the Royal Bank of Canada, Nassau, Bahamas.

## CHANGE OF OFFICE ADDRESS IN HAVANA, CUBA

A change has just been made in the office address of the Canadian Trade Commissioner in Havana, Cuba. The new address is: Royal Bank of Canada Building, Calle Aguiar 75, Havana, Cuba.

## MR. CROFT'S ITINERARY IN CANADA

Mr. C. M. Croft, Canadian Trade Commissioner in Auckland, is at present on tour in the interests of Canadian trade with New Zealand. His itinerary as at present arranged is as follows:—

Montreal . . . . .	Aug. 26 to Sept. 2	Amherst . . . . .	Sept. 13
Toronto . . . . .	Sept. 3 to 9	Halifax . . . . .	Oct. 10 to 12
Quebec . . . . .	Sept. 10 to 12	St. John . . . . .	Oct. 13 and 14

Canadian firms desirous of being brought into touch with Mr. Croft are requested to communicate, for Toronto, with the office of the Canadian Manufacturers' Association, and for the other cities with the Boards of Trade in the respective centres.



## FLOUR AND WHEAT TRADE OF JAPAN

JAMES A. LANGLEY, COMMERCIAL SECRETARY

Tokyo, July 26, 1932.—While flour milling is one of the industries to which Japanese interests are paying particular attention, and in order to assist it a heavy duty has been levied on imported flour—with the duty on wheat at about half and a drawback when the product is exported in the form of flour—the market has shown in lower and unsteady prices the effects of many adverse influences. One important factor contributing towards the falling market price for flour has been the over-expansion of mills, brought about by the abnormal situation in which Japan found herself during the world war, when she was called upon to contribute towards the production of flour for consumption in Europe. In pre-war days the production capacity of all Japanese mills was about 750 barrels per day, but with additions to plant it reached 21,600 barrels in 1921, and has continued to increase until to-day the mills have a capacity of over 47,240 barrels per day.

Imported wheat flour continues to come in in smaller quantities. The imports during the first six months of 1932 amounted to 2,332 short tons. Australia, Canada and the United States continue to supply the bulk of the wheat requirements of Japan. This year a decreased importation is anticipated, due to interior economic conditions and to the increase in domestic crops. The first half of 1932 showed an increase in the exportation of domestic wheat flour to the extent of 530,000 bags (of 49 pounds each) when compared with the 1931 figures of 3,930,000 bags.

### WHEAT AND OTHER GRAIN CROPS IN JAPAN

Barley, naked barley (rye) and wheat constitute the staple crops raised on upland farms in Japan. Rye is raised principally as a second crop; barley and wheat are cultivated as primary crops in areas not so well suited for the growing of rice. These grains are also grown in low-lying districts as second crops following the harvesting of rice. The first two are used principally as a foodstuff in conjunction with rice by the people who live in the country districts, while wheat is used in various forms largely as a subsidiary foodstuff to rice. A considerable quantity is consumed in the brewing of Japanese soy, a kind of sauce. Millets are raised in the mountain districts where rice is not cultivated and are used as foodstuffs by the poorer classes in remote places. Buckwheat flour is used extensively in the manufacture of a species of macaroni. Maize as grown in Japan proper (mainly in the Hokkaido district) is consumed as a food, taken between regular meals, and the by-products are used for cattle feeding.

According to the report given out by the Ministry of Agriculture and Forestry, the 1932 crop of barley is estimated at 38,449,176 bushels, rye at 33,664,611 bushels, and wheat at 33,459,961 bushels, making a total of 105,573,748 bushels. Comparing these figures with the actual 1931 crop returns, barley and rye both show an increase, while the yield of wheat is placed at 1,687,451 bushels or 5.3 per cent more than last year. Taking a five-year average, barley, rye, and wheat show an increased production—wheat of 7.8 per cent, barley of 5.4 per cent, and rye of 1.2 per cent. The returns indicate that the area planted to barley and rye was more in 1932 than in 1931, while that sown to wheat was increased by 1.4 per cent.

### IMPORT DUTY ON WHEAT AND FLOUR

A duty of 4.30 yen per picul of 132.28 pounds is imposed on imported wheat flour.

On wheat a tariff of 2.50 yen per picul is levied, subject to a drawback when the wheat is manufactured into flour for export. As it takes approximately 60 pounds of wheat to make a 49-pound bag of flour, the rebate of 1.25 yen per bag exported is equal to about the import duty imposed on the raw material, wheat. From this it will be seen that the import duty on wheat plays a comparatively small part in the Japanese wheat flour export trade.

WHEAT IMPORTS

The annual production of about 33,000,000 bushels of domestic wheat is not sufficient to meet the requirements of the flour mills, and the difference between demand and supply (about 600,000 short tons) must be imported. Usually flour milling companies use foreign wheat during the first half of the year, and domestic wheat during the second half. Also, owing to the high protein content and excellent milling qualities of Canadian hard wheat, the Japanese make it a standard mixing substance for the softer wheats of Australia and other countries from which Japan draws her supplies.

Figures showing imports of foreign wheat during the first six months of 1930, 1931, and 1932, with countries of origin, follow:—

	1932	1931	1930
	Figures in Short Tons of 2,000 Lbs.		
Australia . . . . .	505,485	390,646	62,764
Canada . . . . .	97,331	100,510	105,718
United States . . . . .	10,380	27,147	139,168
Total . . . . .	613,199	518,328	307,665

The total quantity of foreign and domestic wheat available for manufacturing purposes during 1931 was estimated at 50,607,000 bushels, about 83.6 per cent of which was used in the production of wheat flour. Of the wheat available for milling purposes in Japan, a three-year average shows 223,487 short tons as being used for export flour and the balance, consisting of both the domestic crop and imported wheat, was used in the making of "shoyu," bean paste and fodder. Figures relating to the soy brewing industry indicate an annual consumption of about 11.4 per cent. (Soy is a Japanese sauce.)

Wheat importations into Japan are not entirely for use in the homes of Japan, but are also for manufacture into flour for re-export to China and other Eastern countries that are also becoming larger users of wheat products. For this purpose roughly 206,000 short tons of wheat were used during 1931.

It is probable that the importation of foreign wheat during this year will be slightly less than that of last year in view of the fact that this year's domestic production is estimated at about 5 per cent more than last year and 3.5 per cent over the five-year average. On the other hand, the Manchurian and North China markets are showing a greater interest in Japanese flour; and it is not anticipated that the large imports of wheat into Shanghai will have any effect on the demand for Japanese flour from North China.

In making a survey of the Japanese market for foreign wheat, three divisions must be considered separately:—

- (1) Wheat intended to be used in the manufacture of "udon" or macaroni, some bread and cake, for which purpose a white flour of not too high a gluten content is required.
- (2) Wheat to be used in the production of flour for export.
- (3) Wheat to be used in the manufacture of a high-grade flour.

In the first instance Australian f.a.q. grade wheat is preferred, but 40 per cent Canadian No. 3 or No. 4 blended with 60 per cent Western White No. 2 is considered as being equal to the Australian, and provided the average c.i.f.



price of the latter, plus blending expenses, is not any greater than the Australian price, then purchases will be made from Canada and the United States.

In the case of (2), while the low-grade flour suitable for the export markets catered to by Japanese millers is obtainable from Australian f.a.q. grade, should the Canadian crop consist of a considerable quantity of the lower grades (Nos. 5 and 6), Japanese importers would buy these grades in preference to Australian wheat.

With regard to (3), Japan is now importing Canadian top grades for milling high-grade flour for domestic consumption.

The present supplies of foreign wheat are sufficient to take care of the requirements of the milling companies until the end of October, and with domestic supplies coming available, further orders for foreign wheat, excluding that for high-grade flour, will not be placed much before October for (possibly) November shipment.

#### USES OF FLOUR IN JAPAN

A comparison of the production and consumption of flour in the Far East over a period of time indicates that the native populations are becoming larger users of wheat products: this is especially so when there is a shortage in the rice crop, or the price of rice is considered too high.

According to figures prepared by the Ministry of Agriculture, by far the largest consumption of flour takes place in the manufacture of bread. It is estimated that fully 49·9 per cent of the domestic flour consumption is so employed. The growth of bakeries during recent times has been very noticeable. These are usually small plants scattered throughout the cities and towns, specializing in the making of buns and bread of various kinds which are gradually becoming more popular with the public as a daily foodstuff. Rice, however, is much preferred as a food to the products of flour, in whatsoever form they may be eaten.

The percentage of flour used for various purposes in Japan may be estimated as follows:—

	Per Cent
Bread. . . . .	49·9
Japanese macaroni and spaghetti. . . . .	13·9
Wheat gluten cakes. . . . .	4·3
Cakes. . . . .	25·8
Others. . . . .	6·3

#### IMPORTS OF WHEAT FLOUR

The market for Canadian wheat flour in Japan is very irregular; but there will always be a certain importation of flour every year, the quantity depending on various factors in the markets at home and abroad. Japan, however, offers a much greater opening for Canadian wheat than it does for Australian flour. By importing Canadian, Australian, and American wheat the Japanese millers are able to blend these different varieties so as to furnish a flour suitable for almost all the requirements of the various consumers. There are occasions when market conditions in Japan render it possible to import from Canada, but for the most part Japanese mills now take care of the local demand with a comparatively good product—in fact, just as good as the ordinary market requires. The demand for flour in Japan is regulated more or less by the general condition of the rice crop. When the market in Japan reaches the position where foreign wheat flour may be imported competitively, flour will be imported. Should the rice crop show a big decrease, there will follow a greater demand for flour, speculators considering this an opportune time to purchase foreign flour. If the flour cannot be sold at a profit on arrival, the importer will either store it in warehouses until such time as it can be sold or he will re-export it to China.

There has been a fairly consistent demand for a highly glutinous flour, which is used in the manufacture of savouring extracts. This flour must not only have a high glutinous content, but the dry gluten must contain a high percentage of protein. These extracts are used for flavouring almost all kinds of Japanese foods and command an extensive sale. The various manufacturers have imported most of their requirements from Canada in the past, although this year they have been experimenting with new machinery with the idea of using flour of domestic production.

Some years ago flour made from soft wheat was generally preferred in Japan for two reasons—because it was cheaper and because it was easier to knead. This condition has changed, and the Japanese bakers have learned to appreciate strong flour made from Canadian wheat, and they also know more about the use of hard wheat flour and how to knead it. A certain quantity of imported flour goes into the making of bread, but it is claimed that as the soft wheat flour is whiter in colour, Canadian flour can only be used in certain proportions. On the other hand, the bakeries where Canadian flour is used exclusively state that it gives better results, and the bread has a more delicate flavour. It is also stated that whereas twenty-two loaves of bread can be obtained from a certain quantity of Japanese or imported soft wheat flour, twenty-three loaves can be made from the same quantity of Canadian hard wheat flour.

#### PACKING REQUIRED

Flour imported from Canada and other countries usually comes in single 49-pound cotton sacks. If it were not for the increased cost, it would be much better to use double bags. In shipping, care should be taken to see that all bags are sewn up securely, and the usual practice followed of providing extra bags on a ratio of 1 per cent of the total number of bags of flour shipped, so that any torn or broken bags may be replaced in transit.

#### METHODS OF PURCHASE AND DISTRIBUTION

Foreign flour is nearly always imported into Japan by the larger import and export houses who have branches in Portland, Seattle, or San Francisco, and who are in a position to open irrevocable letters of credit for their purchases. In the larger Japanese cities there are flour merchants of first-, second-, and third-class standing. The importer usually sells on 30- or 60-day notes to a first-grade merchant, who in turn supplies both the second- and third-grade dealers. In some cases the large consumers, such as bakers and manufacturers, go direct to the importer and buy, when they can do so, at a saving over purchases of Japanese flour.

#### PRODUCTION OF FLOUR IN JAPAN

Previous to 1904, the flour production of Japan was confined to the output of small water mills scattered throughout the whole country, and the domestic demand was largely taken care of by the importation of foreign wheat flour. The first roller mill was established in 1896 by the Japan Flour Milling Company and had a daily capacity of about 200 barrels. From this small beginning the capacity of Japanese mills has increased until to-day there are more than 10,000 flour mills in Japan with a daily productive capacity of 47,240 barrels. The figures relating to the total number of mills in Japan include some very small plants run by water power and operated by farmers as a side-line to their usual occupation of farming. These mills for the most part use domestic wheat only. Of the total number only 29 factories are equipped with modern machinery, and of this number only seven corporations are considered financially



strong enough to purchase wheat abroad. Of the total daily production capacity of Japanese mills, 42,900 barrels are controlled by seven companies who are members of the Japan Flour Mill Association, and 2,620 barrels by 22 smaller mills who are outside the association. The figures for outside mills show a slight decrease, about 450 barrels, caused no doubt by mills closing up on account of keen competition which they were not in a position to meet.

#### QUANTITY AVAILABLE FOR DOMESTIC CONSUMPTION

An estimate of the relation of the supply and demand for wheat flour in Japan during the years 1922, 1930, and 1931, together with the domestic production, amount of imports and exports and the consumption in Japan, is tabulated below in sacks of 49 pounds:—

Year	Production Bags	Import Bags	Export Bags	Domestic Consumption Bags
1922.. . . . .	28,157,101	1,679,566	266,667	29,570,000
1930.. . . . .	40,962,412	877,859	5,396,647	36,448,000
1931.. . . . .	42,088,394	258,204	6,080,430	36,266,000

It is estimated that at least 2,000,000 bags of wheat flour were in storage at the beginning of 1932. This taken into consideration with the increase in capacity of mills connected with the Japan Flour Mill Association, would seem to indicate a very large overproduction and excess capacity, despite an improvement in exports during the first six months of 1932.

#### EXPORTS OF FLOUR FROM JAPAN

The capacity of Japanese mills is now more than sufficient to meet the domestic demands for flour, and as a result the value of flour exports goes a long way towards reducing the unfavourable balance of trade. The greater part of the exports is of a low grade.

During the first six months of 1930 the quantity of flour exported reached 50,257 short tons. In 1931 this was increased to 91,172 short tons, which in 1932 increased to 107,521 short tons.

The following figures will be of interest, comparing as they do the quantity of flour in short tons exported in the January-to-June period of 1930, 1931, and 1932, together with the countries of destination:—

	1932		1931		1930	
	S. Tons	Yen	S. Tons	Yen	S. Tons	Yen
China.. . . . .	56,226	4,504,736	76,177	5,197,966	42,043	5,246,394
Kwantung Province..	50,530	3,640,981	12,224	767,476	5,722	706,261
Dutch India.. . . .	196	13,379	538	36,431	816	100,951
Other.. . . . .	569	50,956	2,233	155,895	1,676	213,752
Total.. . . . .	107,521	8,210,052	91,172	6,157,768	50,257	6,267,358

By far the largest amount of Canadian flour that is shipped to the Orient is indented through to places like Tientsin, Peking, Nanking, Hankow, and other points in North China and Manchuria. A great part of these imports are for the account of Japanese firms who have offices in these centres. Sometimes the head office in Japan does the buying in Canada for direct shipment to China, or more frequently a Japanese house through its branch in Seattle, Portland or San Francisco buys direct from the Canadian mill for export to these centres. In dealing with responsible Japanese import houses, it must be borne in mind that they often buy for delivery in other countries than Japan, and in connection with flour particularly this is the case more often than not. It should also be noted that even for Japan the greatest percentage of the flour imports are bought by branches of Japanese houses in Seattle and Portland.

## AUSTRALIAN MARKET FOR TOBACCO

M. T. STEWART, ASSISTANT TRADE COMMISSIONER

### EXPANSION OF THE INDUSTRY

Melbourne, July 29, 1932.—Tobacco leaf was grown in Australia more than seventy-five years ago, although relatively little progress was made in the industry until recent years. For the four years ending June 30, 1914, an annual average production of 2,300,000 pounds was attained, which average was not exceeded until about two years ago, when a marked expansion in the industry took place.

The average annual production for the ten years ending June 30, 1929, was slightly under 2,000,000 pounds of leaf as against an average total requirement of 23,000,000 pounds per annum for the whole Commonwealth. The tobacco crop in 1931, however, produced only 1,800,000 pounds, whereas this year the estimated production is approximately 10,000,000 pounds. There are now over 5,000 registered growers of tobacco, and the fivefold increase in production in Australia for the current year is undoubtedly almost entirely due to the increased duties against imported tobaccos put on by the late Government.

Prior to August, 1929, the leaf growing industry in Australia was protected by a customs duty of 2s. per pound, and in view of the fact that this rate was almost double the average price per pound paid to growers in the United States it is rather difficult to explain the lack of expansion prior to 1931 when it is considered that the price was sufficiently high to allow profitable operations under favourable conditions. However, the prices ruling for other primary products were at that time on a satisfactory level, there was not therefore the necessity to turn to a profitable but admittedly risky crop such as tobacco. Furthermore, a blight known as "blue mould," a disease said to be peculiar to Australia, became very severe in many districts and caused widespread damage to the tobacco crops. Tobacco cultivation was, moreover, in many instances, attempted on unsuitable land, and it is generally recognized that tobacco grown in different districts can be relied upon to exhibit certain characteristics peculiar to those particular areas. The above factors, combined with faulty cultural and curing practices, caused the average quality of the domestic leaf to be somewhat unsatisfactory and the demand for Australian leaf was therefore reduced.

The extension of tobacco growing in Australia since the duties were increased from 3s. 6d. per pound to 5s. 2d. per pound in December, 1930, has been remarkable. Whereas in 1928-29 the area devoted to the cultivation of tobacco covered only 2,200 acres, by the end of 1930-31 the acreage had increased to approximately 3,500, and for the present 1931-32 season the expansion has been very considerable.

Calculations on the basis of various acreage estimates would make it appear probable that upwards of 20,000 acres have been planted for the 1932 crop. Although no accurate estimate of the present acreage is available, it is, however, certain that the area is very large, and the estimated production of 10,000,000 pounds is sufficient to manufacture a very large proportion of the normal tobacco requirements of the Commonwealth.

Coincident with the increased duties on tobacco, the returns from other important primary products such as wheat and wool have, owing to falling prices, been seriously diminished, with the result that prices of leaf tobacco which prior to the depression would have been considered unattractive are now relatively much more profitable.

The combination of these two factors—that is the increased duties and the fall in the prices of other primary products—has been effective in making the growing of tobacco highly profitable.



## QUALITY OF AUSTRALIAN LEAF

A result of the conditions obtaining at present has been to create a partial boom in the tobacco growing industry in Australia, which has been accompanied by many developments unfavourable to the sound establishment and growth of this primary industry. The highly remunerative price made possible by the operation of the duty of 5s. 2d. per pound has induced the farmers to plant considerable areas in localities that were formerly considered unsuitable and from which only a large percentage of inferior grades can be expected. Quality in tobacco is dependent upon a number of factors, chief among which is suitability of soil. The percentage of high-grade bright tobacco at present being produced in Australia is not high, and it will be a matter of great difficulty to turn the entire present crop into manufacturing channels without seriously affecting the quality of the finished product, which was formerly very largely composed of imported leaf.

The bulk of the tobacco smoked in Australia is of a type conforming to that known as bright flue-cured Virginia, which type in 1929 comprised 95.8 per cent of the total imports of the year, the remaining 4.2 per cent conforming to the type known as dark Virginia. Sound bright Australian tobacco is not exactly similar to the American Virginian type which has peculiar characteristics, but the difference between Virginian and Australian bright tobacco is not so very great provided the latter is of high quality.

It is believed that the Australian leaf possesses no undesirable feature which would prevent it from gradually supplanting to a considerable degree the imported Virginian type. It is essential, however, that the average quality of the Australian leaf should be raised considerably. The artificial conditions which have resulted in the present expansion are detrimental to the best interests of the trade, although in many of the districts naturally suited to the growing of tobacco a considerable improvement in quality has been achieved in recent years. The prevalence of "blue mould" is very detrimental to the quality of the leaf, as a crop which has been infected with mould usually presents a patchy and irregular appearance, does not ripen evenly, and lacks uniformity.

## MARKET CONDITIONS

The improvement in marketing technique has not kept pace with the increased production of tobacco, and the procedure followed many years ago is still in vogue. Following the existing trade arrangements, a buyer visits each grower's property after baling, inspects the various grades, and a price is offered which, if acceptable, is agreed upon by the farmer and the sale is completed on the spot. The sale of the leaf is usually effected on the basis of a certain definite moisture content. The buyer retains the right to reject any leaf not conforming to the general standard of the grade, or leaf which has developed mildew subsequent to inspection. Payment for leaf is made on the factory weight, which is obtained in the presence of an officer of the Customs and Excise Department and reduced to the previously declared moisture content. The disadvantages of this method of barter are apparent. Unless the grower be fortunate enough to meet several buyers at the same time, there is little real competition for his product, and if a grower is not sufficiently fortunate to have a buyer call on him he must endeavour to interest one or more buyers in his crop by mail—a highly unsatisfactory method. It has been suggested that the establishment of central selling depots which the buyers could readily visit would greatly assist the growers in the outlying districts to more effectively market their leaf.

Following the marketing methods in vogue in the United States, tobacco auctions have recently been instituted, although a relatively small proportion of the total available tonnage is disposed of in this way.





The revenue to be derived from customs duty on imported tobacco may be expected to decrease in view of the increasing Australian production. The customs and excise revenue is of prime importance to the Commonwealth Treasury, and the decreasing revenue from the customs must, as largely as possible, be made up by increased excise returns.

#### AUSTRALIAN EXCISE DUTIES AND TOBACCO REVENUE

The excise duties on tobacco manufactured in Australia were increased on February 26, 1932, from 2s. 4d. to 4s. 6d. per pound; the rate of 7s. 6d. per pound on cigarettes remained unaltered. The excise duty on cigars, hand-made, was decreased from 2s. 8d. to 3d. per pound, and on machine-made cigars from 3s. 8d. to 1s. 3d. per pound. The amounts collected in excise duties on tobacco and manufactures thereof for the three fiscal years ended June 30, 1931, were as follows: 1928-29, £3,596,823; 1929-30, £3,572,327; 1930-31, £3,283,546.

#### FUTURE PROSPECTS FOR IMPORTED TOBACCO LEAF

Developments in recent years would indicate that the market in Australia for imported tobacco leaf must in future years be a decreasing one. The local industry is widely established and enjoys sufficient preference to make the growing of tobacco up to the present one of the most profitable of primary industries. The result has been greatly increased acreage during the current year, hence there is danger of over-production and intensive competition among growers.

Following are comparative figures showing the total imports into Australia of unmanufactured tobacco for the fiscal years ending June 30:—

	Quantity Lbs.	Value £
1925-26 . . . . .	22,040,123	2,250,305
1926-27 . . . . .	22,140,918	2,018,295
1927-28 . . . . .	23,682,640	2,168,402
1928-29 . . . . .	21,137,672	1,905,194
1929-30 . . . . .	20,283,813	1,768,686
1930-31 . . . . .	22,393,045	1,413,374

The above import totals represent a very large proportion of the amount of tobacco leaf consumed in the Australian industry in a year. For the current year 1931-32 there is every indication that the amount of tobacco to be imported will be considerably less, and if 10,000,000 pounds or more of Australian leaf are to be consumed annually, it is obvious that imports must decrease accordingly. Under present conditions tobacco cultivation in Australia is profitable if prudently conducted on suitable land to ensure a fair quality product. Much of the unsuitable land recently brought into production will undoubtedly revert in time to other uses, but experts are of the opinion that there are sufficient suitable areas to produce more tobacco than can be consumed in Australia. Whether the quality of domestic leaf will appeal to consumers remains to be demonstrated.

#### CHANGES IN THE CONSULAR LIST

The Department of External Affairs at Ottawa advises the following changes in the consular list:—

Mr. Philip Adams as Consul of the United States at Saint John, N.B.; Senor Don Guillermo Fuentes Graham as Consul of Nicaragua at Toronto, Ont.; and Mr. Jose Rafael Pocatererra as Acting Vice-Consul of the Argentine Republic at Montreal, P.Q.

## TRADE OF SOUTH AFRICA IN 1931

J. L. MUTTER, ASSISTANT TRADE COMMISSIONER

## III. Origin of Imports

In the appended table are given the import statistics of the principal suppliers of the Union's requirements for the years 1930 and 1931, together with the percentage of the total for which each was responsible, and the percentage increase or decrease of the trade of each in 1931 as compared with the previous year:—

	1930	1931	Percentage of Total Overseas Trade		Percentage of Inc. or Dec.
			1930	1931	
Great Britain . . . . .	£26,932,326	£21,750,686	46.5	45.0	-19.2
United States . . . . .	9,238,451	7,015,884	15.9	14.5	-24.0
Germany . . . . .	3,694,735	3,343,676	6.3	6.9	- 9.5
Japan . . . . .	1,557,208	2,446,967	2.5	5.0	+57.1
Canada . . . . .	2,050,640	1,811,919	3.5	3.7	-11.6
India . . . . .	2,076,489	1,550,950	3.5	3.2	-25.3
Belgium . . . . .	1,116,555	1,013,524	1.9	2.1	- 9.2
France . . . . .	1,252,259	977,701	2.1	2.0	-21.1
Sweden . . . . .	1,102,341	815,576	1.9	1.6	-26.0
Holland . . . . .	1,178,777	814,763	2.0	1.6	-30.8
Other parts of British Empire . . . . .	1,928,705	1,246,060	3.3	2.5	-35.3
Other foreign countries	6,237,576	5,495,945	10.7	11.3	-11.8
Totals* . . . . .	£57,930,747	£48,283,651			

\* Exclusive of imports valued at £2,256,598 in 1930 and £1,992,766 in 1931 from other parts of British South Africa included in the Customs Union, and of goods in transit to Southern and Northern Rhodesia and the Belgian Congo valued at £1,780,591 and £1,221,119 in 1930 and 1931 respectively.

Total imports declined by £9,647,096 or approximately 16 per cent. Except for Japan, the decrease was felt by all the principal countries of supply. Notwithstanding this, Germany, Canada, and Belgium held a larger share of the total trade, on a percentage basis, than they did in the previous year. Outstanding among the figures covering the percentage increase or decrease in trade for 1931 as compared with 1930 are those of Holland and Sweden, whose exports to the Union fell by 30.8 per cent and 26 per cent respectively; India, whose trade declined by 25.3 per cent; the United States, whose share of the Union's business was 24 per cent less than in 1930. Canada fared rather better, imports from the Dominion totalling £1,811,919 as against £2,050,640 in 1930, a decrease of 11.6 per cent. The only increase, and a most substantial one, occurred in the case of Japan, which was responsible for £2,446,967 as compared to £1,557,208 in the previous year or, on a percentage basis, 5 per cent of the Union's total imports in 1931 as against 2.5 per cent in 1930. The actual increase in imports from Japan for the year under review was 57.1 per cent. For the second time in the history of the Union (the first occasion was in 1929) imports from all foreign countries were greater in value than those from the United Kingdom, totalling £21,924,036 as against Great Britain's share of £21,750,686.

## UNITED KINGDOM

In 1931 the United Kingdom's percentage share of South Africa's total imports fell from 46.5 per cent to 45 per cent, or in value by £5,181,640 or 19.2 per cent. Taken under commodity headings, the United Kingdom was responsible in 1931 (1930 share in parentheses) for 55 per cent (57.4 per cent) of animals, agricultural and pastoral products; 18 per cent (16.6 per cent) of foodstuffs; 78.3 per cent (77.4 per cent) of ales, spirits, wines, beverages, and non-potable spirits; 54 per cent (56.6 per cent) of tobacco and manufactures



thereof; 52.7 per cent (59 per cent) of fibres, yarns, textiles, and apparel; 52.3 per cent (53.2 per cent) of metals, metal manufactures, machinery, and vehicles; 38.3 per cent (37 per cent) of minerals, earthenware, and glassware; 17.2 per cent (16.3 per cent) of oils, waxes, resins, paints, and varnishes; 46.9 per cent (42.2 per cent) of drugs, chemicals, and fertilizers; 46.2 per cent (55.6 per cent) of leather, rubber, and manufactures thereof; 7.6 per cent (7.3 per cent) of wood, cane, wicker, and manufactures thereof; 55.2 per cent (55.1 per cent) of books, paper, and stationery; 52.8 per cent (55.1 per cent) of jewellery, timepieces, and fancy goods; and 54.5 per cent (54.2 per cent) of miscellaneous articles.

These details are sufficient to indicate the important position which Great Britain occupies as a supplier of the Union's requirements of all commodities, with the exception of foodstuffs, oils, paints and varnishes, and wood and wood products, the bulk of which she herself has to import, and which originate in countries whose natural resources are such as to put them beyond fear of competition.

The most important commodity class in 1931, as far as the United Kingdom was concerned, was "fibres, yarns, textiles, and apparel." In this group she was responsible for £7,570,963 out of a total importation of £14,368,599. The principal items comprising her share were: men's and women's outer garments, £1,469,912; cotton piece goods, £1,640,746; woollen piece goods, £865,628; soft haberdashery, £361,407; hosiery of all kinds, £300,111; woven cotton underclothing, £298,980; hats and caps, £326,145; miscellaneous textiles and fibre manufactures, £171,453; and woollen blankets, £166,643. Her chief competitors in articles of this nature are Japan (silk and cotton piece goods); India (jute and jute products, unbleached cotton); United States (piece goods, silk and artificial silk hosiery and miscellaneous wearing apparel); Germany (cotton piece goods, women's outer garments, knitted underclothing, and cotton hosiery); France (silk and artificial silk piece goods, women's outer garments, miscellaneous soft haberdashery); and Italy, Belgium, Switzerland, Czechoslovakia, and Holland, in cotton and woollen piece goods, blankets, felt hats, and knitted underclothing.

In "metals, machinery, and vehicles," the class next in order of importance to Great Britain, her share of the trade was valued at £7,239,815 out of a total for the class of £13,842,493. It is impossible to discover a single commodity in this group in which the United Kingdom does not figure, but over half of her contribution in 1931 was comprised as follows: manufactures of iron and steel, £1,355,424 (including ingots, blooms, billets, angle, channel and T-iron, bar, bolt and rod steel, castings, drill steel, cast iron and wrought iron and steel pipes and fittings, galvanized and corrugated sheets, tinned sheets, and tool steel); motor cars, accessories and parts, £767,301; miscellaneous electrical machinery and parts, £436,356; mining machinery and parts, £400,399; miscellaneous industrial machinery, £336,897; miscellaneous machinery parts, £123,145; cutlery, £112,409; cable and wire, £414,445; wire rope, £114,428; and unenumerated manufactures of iron and steel, £310,752.

Her chief competition in goods of this description comes from the United States, in motor vehicles and parts, agricultural, mining, electrical and industrial machinery, and mechanics' tools. (In connection with imports of motor vehicles and parts, it is interesting to note that the trend in this trade, which became very evident in 1930, was even more pronounced in 1931. While imports of motor cars from the United Kingdom in 1929 were valued at £407,716 and in 1930 at £328,778, imports of cars from the United States for the same periods were £2,535,982 and £921,905 respectively, and the 1931 returns show that imports from the United Kingdom advanced to £398,215, while those of American cars declined still further to £811,444.) Germany, in miscellaneous machinery, iron

and steel products; Canada in motor vehicles and parts, electrical heating and cooking apparatus, and agricultural machinery and implements; and Belgium, Sweden, and Holland in fencing materials (wire standards and droppers), miscellaneous iron and steel manufactures, electrical and industrial machinery, and drill steel.

"Books, paper, and stationery" in 1931 constituted the third most important class of Great Britain's exports to the Union, accounting for £1,145,965. In this class Great Britain was prominent as a supplier of cardboard, linen-board and strawboard, printing paper (other than newsprint), miscellaneous papers, books and music, and stationery. Her principal competitors were Canada, Germany, the United States, and Sweden.

In "drugs, chemicals, and fertilizers" the United Kingdom supplied goods to the value of £1,041,349 against competition from the United States, Germany, Holland, and Canada. The principal items concerned were sodium cyanide, distilled glycerine, specifics, miscellaneous drugs, perfumery and toilet preparations, and caustic soda.

"Leather, rubber and manufactures thereof" to the value of £869,273 were imported from the United Kingdom during 1931, but in the two chief items under this heading, rubber tires and tubes and leather in the piece, strong competition is met with from Canada, the United States, and Germany. Total imports of motor car tires for the year amounted to £410,868, and of this £223,052 went to Canada and the United States, while the United Kingdom supplied £165,877 worth. In the item "leather in the piece" the bulk of the business in calf, glacé kid, suede and patent leathers went to Germany, though Great Britain obtained the lion's share of "other leathers in the piece."

Imports of the above-mentioned commodities account for £17,867,365 out of the United Kingdom's total of £21,750,686. The balance is spread over imports of agricultural and pastoral products, beverages, tobacco, paint and varnish, earthenware and glassware, fancy goods, and miscellaneous items. Apart from the fact that Great Britain is the largest supplier of the Union's requirements, the importance of her position in the commercial life of South Africa cannot be overlooked. For instance, two-thirds of the cargo tonnage landed and shipped at South African ports is carried by British vessels; a large number of the most important business houses in the Union are branches of, or affiliated to, British firms; the same is true of the majority of the banks and financial institutions. All these constitute "invisible" import items, the value of which it is difficult to estimate, but it is unnecessary to point out the great influence which they have upon the direction of the foreign trade of South Africa.

#### UNITED STATES

Imports from the American Republic for the year 1931 fell from £9,238,451 to £7,015,884, a decline of 24 per cent. The items mainly responsible are those which the United States has always figured in most prominently, in so far as South Africa is concerned—namely, motor vehicles and oils (lubricating and illuminating oils and gasoline). These two were responsible for decreases of £316,537 and £519,903 respectively. The balance of the short fall (£1,386,127) was spread over machinery and metal manufactures, textiles and wearing apparel, timber and timber products, chemicals and fertilizers, and foodstuffs.

In the metals and machinery class, conspicuous decreases (shown in parentheses) in imports from the United States were recorded in ploughs, harrows and parts (£59,015), farm tractors (£94,441), agricultural implements and machinery (£64,440), factory plant (£27,862), cutlery (£56,962), and mechanics' tools (£25,171). The only noteworthy increase occurred in wireless apparatus, which advanced from £53,419 to £133,925.



Textiles and wearing apparel to the value of £703,785 were imported from the United States in 1931 as against £909,736 in the previous year. Smaller purchases of women's outer garments, hosiery, binder twine, and cotton piece goods were responsible. In the case of the last-named commodity, which represents approximately one-third of United States textile exports to South Africa, a decrease of £64,053 was registered.

The United States' share of South Africa's imports of timber and timber products declined from £460,550 in 1930 to £308,360. The largest decreases occurred in the case of oak, pitch pine, and "other pine," which fell by £28,403, £28,631, and £40,113 respectively. "Other pine" includes Douglas fir or Oregon pine. Other products contributing to the smaller total were flooring and ceiling, brushes and brooms, tool handles, and plywood.

Substantial decreases in imports of rock sulphur and flowers of sulphur into the Union are mainly responsible for the decline of £112,225 which took place in United States participation in the "drugs, chemicals, and fertilizers" trade. In 1930 South Africa imported rock sulphur from the United States to the value of £49,215, but none from this source in 1931. Imports of flowers of sulphur also fell heavily, £57,621 in 1930 as against £22,500 in 1931.

In the "foodstuffs" class imports from the United States fell from £326,310 to £248,896, largely as a result of reduced South African purchases of wheat flour, cane sugar, glucose, cream of tartar, and preserved fish.

The principal features in the trade of the United States with the Union for the year are the decreases which occurred in imports of motor vehicles, and in imports of commodities allied to the automotive industry—viz. lubricating oils, gasoline, and rubber tires and tubes. In the case of the two last-named, statistics have been quoted in a foregoing paragraph. In respect to tires and tubes, the United States' share of the business in 1931 was £63,856 as compared with £124,010 in 1930.

#### GERMANY

Germany's exports to South Africa in 1931 were valued at £3,343,676, as compared with £3,694,735 in the previous year—a decline of 9·5 per cent. Approximately one-third of the imports from Germany into this market is comprised of articles in the "metals, machinery, and vehicles" group. These were valued at £1,463,213 in 1931 as against £1,689,413 in 1930. Germany appears as a supplier of practically every item in this class, and the decrease was spread fairly evenly over nearly all items specified. The most conspicuous declines (placed within parentheses) took place in the case of wrought iron and steel pipes (£22,226), mechanics' tools (£11,546), wire netting (£29,798), electrical cable and wire (£11,313), miscellaneous industrial machinery, machinery parts, and drill steel. There were, however, larger imports from Germany of electrical machinery and parts, transformers, factory plant, and mining machinery and equipment.

"Textiles and wearing apparel" are the next commodity class in which Germany appears as an important supplier, but in this case her share of the trade was greater than in 1930—£684,137 as against £677,881. Increased sales of women's outer garments (£92,267 compared with £64,698), felt and other hats, silk and artificial silk hosiery, knitted underclothing of all kinds, cotton piece goods, and rayon piece goods more than compensated for the trade lost in woollen piece goods (£51,236 as against £74,981 in 1930), silk piece goods (which fell from £29,678 to £18,052), and miscellaneous soft haberdashery, in which Germany's contribution declined from £98,012 to £83,676.

The balance of Germany's trade with South Africa is spread over the four commodity classes: "jewellery, timepieces, and fancy goods"; "books, paper, and stationery"; "drugs, chemicals, and fertilizers"; and "leather, rubber

and manufactures thereof." Decreases were recorded in imports under the first three, but except for the drop of £88,033 in jewellery and fancy goods, they were negligible. Imports of leather and rubber manufactures advanced from £125,733 to £134,240 as the result of increased purchases of glacé kid and suede leather in the piece, women's leather shoes and slippers of German origin.

#### JAPAN

Japan further consolidated her position in South African trade for the year under review. In 1930 she was sixth in order of importance as a supplier of the Union's requirements, and the end of 1931 found her in fourth place. While all the other principal countries of supply lost a percentage of their South African business, Japanese exports to this market increased from £1,557,208 in 1930 to £2,446,967—an advance of 57·1 per cent; while her share of the total trade of the Union in 1931 was 5 per cent as against 2·5 per cent in the previous year.

The largest part of Japanese trade with South Africa is in textiles and articles of wearing apparel, and her increased share of the Union's business in goods of this class (£2,037,088 as against £1,279,358 in 1930) was responsible for two-thirds of the improvement registered in her total trade. Among the individual items in which substantial gains were made were: woven cotton underclothing (£86,674 as against £19,999 in 1930); cotton piece goods (£636,160 as compared with £342,828, this advance being mainly at the expense of the United Kingdom); rayon piece goods (£237,625, or £224,208 more than in 1930); and silk piece goods (£681,967 as against £580,626).

The amazing increase in imports of footwear from Japan accounts for the balance of her improved returns. Japanese participation in South African trade in imported footwear is confined to an extraordinarily cheap type of rubber-soled canvas shoe. During 1931, 5,441,144 pairs of these shoes valued at £262,693 were imported into the Union, and of this total Japan supplied 5,062,901 pairs valued at £217,558. For the previous year imports totalled 1,953,010 pairs valued at £166,867, of which Japan contributed 1,441,689 pairs valued at £92,585.

#### INDIA

India's total trade with South Africa for 1931 amounted to £1,550,950, or £525,539 less than in 1930—a decrease of 25·3 per cent. Of this amount, £884,967 represented textile products and £457,560 foodstuffs. The most important item in the textile group is jute bags for the South African coal, grain, and sugar industries, valued at £531,205 as against £743,723 in 1930. Other items of which India is a prominent supplier are flour bags and other bags of cotton, and men's outer garments of cotton for the Asiatic section of the South African community, and in all of these the 1931 returns show decreases.

The decline of £148,467 in imports of foodstuffs from India is accounted for by reduced imports into the Union of rice in the grain. India was affected by this contraction to the extent of £103,884. There were also small decreases in imports from India of butter substitute and split dhol.

#### BELGIUM

Belgian trade with the Union for the year under review dropped by £103,031 to £1,013,524, or 9·2 per cent less than in 1930. Of this total, £374,870 represents textiles and textile products; £355,228, metal manufactures, machinery, and vehicles; £114,138, minerals, earthenware, and glassware; and £61,582, drugs, chemicals, and fertilizers. All these amounts, with the exception of that relating to textile products, are decreases as compared to the 1930 figures. Imports



of textiles and apparel from Belgium, however, were greater by £51,385 than in the previous year. This advance is attributable chiefly to the importation of cotton piece goods to the value of £162,003 as against £142,865 in 1930, and to imports of unmanufactured cotton yarns for the South African textile industry, valued at £92,506, compared with £7,465 the year before. In all the other textile items of major importance which South Africa buys from Belgium—viz. men's and women's outer garments, woven cotton underclothing, cotton blankets, furnishing drapery, and woollen piece goods—fairly substantial decreases were registered.

The principal items of Belgian origin in the metals and machinery category were as follows (1930 import figures in parentheses): bar, bolt and rod iron and steel, £33,269 (£59,728); iron and steel plate, £32,028 (£33,482); galvanized and corrugated sheets, £18,884 (£696); fencing standards and posts, £49,222 (£50,852); barbed wire, £30,866 (£9,156); and wire nails, £13,369 (£14,709).

Building materials constitute the bulk of South African imports from Belgium in the minerals, earthenware, and glassware group. The most important of these is building cement, of which 96,461,803 pounds valued at £68,246 were imported into the Union in 1931, compared with 140,130,677 pounds valued at £105,617 from Belgium in 1930. Imports of plate glass and window glass were valued at £6,379 and £17,432 as against £18,810 and £25,368 respectively in the previous year.

In "drugs, chemicals, and fertilizers" Belgium is a prominent supplier, particularly of crude glycerine, basic slag, and superphosphates, imports of which in 1931 were valued at £13,434, £18,162, and £10,633 respectively.

#### FRANCE

Imports from France into South Africa during 1931 amounted in value to £977,701, or £274,558 less than in 1930, a drop of 21.1 per cent. Textiles and wearing apparel valued at £575,763 (£663,350 in 1930); drugs, chemicals, and fertilizers to the value of £84,681 (£108,633 in the previous year); and beverages and non-potable spirits, £51,299, or £9,384 less than in 1930, account for all but £265,958 worth of imports from France. Fifty per cent of this balance is comprised of leather and rubber manufactures (£38,522) (chiefly leather in the piece, and rubber tires and tubes); jewellery and fancy goods (£32,724); and metal manufactures (approximately £70,000)—the other 50 per cent being spread over the seven other commodity classes where the amounts concerned are too small to merit special attention.

Items in the textile class contributing to the drop in the group total were: women's outer garments, £67,020 as against £89,129 in 1930; knitted underclothing; cotton blankets; cotton piece goods (£6,968 less than in the previous year); and silk piece goods, which declined from £180,212 in 1930 to £128,930 in 1931.

Drug, chemical, and fertilizer imports from France were some £23,000 less than in 1930, and were made up as follows: crude glycerine (the most important single item), £37,151; specifics, £5,112; and perfumery and toilet preparations, £27,483.

#### SWEDEN

Swedish trade with the Union is practically limited to articles in the "timber and timber products" and "books, paper, and stationery" classes. Total imports from this source in 1931 amounted to £815,576, or 26 per cent less than the 1930 total of £1,102,341. Of this amount, £460,735 represents wood and wood products; and £134,310, paper and paper products. The only other commodity group in which Sweden can be regarded as a principal supplier is

"metals, manufactures thereof, machinery, and vehicles"; in this classification she contributed in 1931 goods to the value of £193,513.

In each of these three commodity groups her trade suffered a loss as compared with the 1930 totals, the greatest decrease occurring in the case of wood and wood products, which dropped by £227,605. Reduced imports of pine (£95,517 as against £213,141) and flooring and ceiling (£58,787 compared with £138,587), consequent upon the slackening of the building activity in the Union, were mainly responsible. In boxes and box shooks for South African fruit and dairy industries, Sweden's share of the trade advanced by £18,044 to £200,850, but in "other" boxes and shooks her trade declined from £104,210 in 1930 to £72,506 in 1931.

The decrease in imports of Swedish paper and paper products was less marked, amounting to only about £20,000, chiefly as a result of the decline of South African purchases of cardboard, linenboard and strawboard, newsprint in reels, and "other" printing paper. In kraft papers, however, Sweden registered a marked increase—£26,078 as compared with £18,551 in the previous year.

Cream separators, transformers, electric motors, stoves, ranges and parts, telegraph and telephone material and instruments, and drill steel comprise the bulk of the imports of metal and metal products from Sweden. All these items, with the exception of drill steel (which advanced from £37,947 to £40,673) and electric motors (£12,543 as against £3,549 in 1930), registered decreases.

#### HOLLAND

During the year under review the Dutch trade with the Union declined by 30·8 per cent. Imports from this source were valued at £814,763 as compared with £1,178,777 in 1930.

Textiles and textile products (£173,022), metals and machinery (£169,757), drugs, chemicals and fertilizers (£143,517), foodstuffs (£122,031), and books, paper and stationery (£70,294) account for 83 per cent of the total trade for the year.

In the first-named group the principal items concerned were as follows (1930 figures in parentheses): cotton piece goods, £50,300 (£57,882); woollen piece goods, £42,473 (£41,435); unmanufactured cotton yarns, £15,224 (£15,101); and knitting and darning wool, £7,938 (£12,258).

In metal goods and machinery, electric motors (£4,409 as against £10,061); transformers (£5,057 compared with £8,221 in 1930); other electrical machinery, bolts, nuts and rivets (£10,644 in 1931, £8,159 in 1930); enamelledware, electrical cable and wire (£16,295 as against £7,462 in the previous year); electric light globes (£22,396, or £4,000 less than in 1930); and wireless instruments (£82,930 as against £82,707 in 1930) represent the Dutch share.

The decrease of £165,318 in imports of drugs, chemicals, and fertilizers is principally due to the heavy decline in the importation of superphosphates. Holland supplied £224,448 worth of these in 1930, but only £97,626 during 1931.

Imports of foodstuffs were less by £114,895 than in 1930. Under this heading Holland supplied biscuits, full-cream cheese, cocoa butter, chocolate confectionery, manufactured sweets, dried fish, and full-cream condensed milk, in all of which decreases were registered. The last item is the most important, but accounted for only £34,100 as compared with £79,613 in the previous year.

Cardboard, linenboard, and strawboard valued at £20,181 as against £28,432 in 1930, and books and music to the value of £19,572, or £2,578 less than in 1930, constitute nearly 60 per cent of Holland's contribution to the Union's requirements of "books, paper, and stationery."



## CONDITIONS IN NEWFOUNDLAND

C. B. BIRKETT, JUNIOR TRADE COMMISSIONER

### I

Ottawa, August 25, 1932.—Newfoundland, the oldest British colony and the tenth largest island in the world, has an area of approximately 42,000 square miles. Its population, which is estimated at 280,000, is actually a seafaring one, fishing having been the chief industry for centuries. Such labour as is required for agriculture, mining, factories and other industries is recruited from a stock which lives by the sea.

The main urban centre is that of St. Johns, a city of 40,000 inhabitants. Corner Brook and Grand Falls, the seats of the paper industry, Buchans where zinc and lead ore are mined, and Bell Island where vast quantities of iron ore have been mined, might be called urban, but account for less than 20 per cent of the population. St. Johns and Bell Island are situated on the east coast, Grand Falls and Buchans in the central part, and Corner Brook on the west coast.

### TRADE SUMMARY

Due to her limited industrial development and lack of arable land, Newfoundland is obliged to import practically all her requirements with the exception of fish, iron and zinc ore, cod oils, newsprint, furs, limestone, and pulpwood. It is essentially an importing country, and from its geographical situation is a market easily accessible to Canada, the United States, and Great Britain. Canada and the United States supply in about equal portions four-fifths of the country's needs, and the remainder is taken care of chiefly by Great Britain, with "other countries" supplying a small percentage.

According to the latest figures available, Newfoundland imported goods during the fiscal year ending June 30, 1931, to the value of \$25,261,701, as compared with \$31,871,151 in the previous fiscal year. Canada is credited with \$10,675,348 (\$12,992,600 in the 1930 fiscal year); United States, \$9,266,133 (\$12,101,592); United Kingdom, \$4,192,300 (\$5,527,575); other countries, \$1,127,920 (\$1,249,384). Newfoundland's total exports in 1931 were valued at \$33,010,514, of which Canada is credited with \$2,327,020, the United States with \$10,986,135, the United Kingdom with \$9,491,661, and other countries (chiefly Germany, the Netherlands, West Indies, Brazil, and Spain), with \$10,545,955. From these figures it can be seen that Canada enjoys a substantial favourable trade balance with Newfoundland and ranks first as a source of supply, and also that Newfoundland's export markets, with the exception of the United Kingdom, lie chiefly outside the British Empire.

Canada's main items of export to Newfoundland are: flour, sugar, fresh meats, butter, cheese, confectionery, canned milk, oats, hay, coal, gasoline and petroleum products, clothing, woollen manufactures, footwear, chemicals, pulp and paper machinery, and mining equipment. Her imports from Newfoundland consist chiefly of fish, principally dried cod, fresh halibut, herrings and lobster. Other imports are iron ore, rough stone, cod oil, and pulpwood.

### INDUSTRY

*Fishing.*—The measure of prosperity in Newfoundland from year to year is mainly determined by conditions in the fishing industry and the prices obtained in export markets.

The catch of 1931 was valued at only \$3,000,000; that of 1930 at \$5,500,000. The normal catch is worth approximately \$10,000,000. When it is considered

that over 40 per cent of the population of Newfoundland is connected directly or indirectly with the fishing industry, especially the salt codfish trade, it can readily be seen that buying power has been reduced to a very low state and that customs returns have shrunk accordingly. The straitened circumstances of the fishermen were further aggravated by the fact that the seal fishery, to which they look forward to provide them with ready cash in the spring, had an aggregate value of \$121,115 in 1931 as against \$405,809 in 1930. However, prospects for a good catch of codfish this season are bright; initial prices for first-grade fish were as high as \$6 per quintal (100 pounds). Owing to depreciated currencies in consuming countries and competition from Iceland and Norway, the demand last year was weak and prices at the end of the year were as low as \$2 per quintal for first-grade fish.

The catch of salmon and lobster—the trade in which is an important branch of the fishing industry—was valued at about \$650,000 and \$220,000 respectively in 1931. These figures represent a reduction of approximately 50 per cent from those of 1930. The catch of herring was the lowest in ten years, and the whaling industry was not prosecuted in 1931 owing to the surplus oil left over from 1930.

Closely allied with the fishing industry is that of cod oil, in which Newfoundland has developed a substantial export trade. During the past few years it has suffered from Norwegian competition, especially in the United Kingdom, owing to the cut in wholesale prices by the Norwegians of about 20 per cent. The industry embraces the refined medicinal cod liver oil and all grades of cattle and poultry feeding cod oil. Total exports last year were valued at \$539,416, the United States taking over 80 per cent of the cod liver oil and 60 per cent of the cod oil. Canada and the United Kingdom consumed the remainder. Whale oil and seal oil are also produced, exports last year being valued at \$282,040. The chief consumers of this oil are the United States and the United Kingdom.

*Mining*—Newfoundland is rich in minerals, the principal ore deposits being iron, zinc, lead, copper, and to a lesser degree pyrites, chrome-iron molybdenite. The Wabana iron deposit at Bell Island, a few miles from St. Johns, is the chief iron mine in the British Empire and the fourth most extensive deposit in the world. The mine is owned by the Dominion Steel and Coal Company, and it is the source of ore for this company's blast furnaces at Sydney, Nova Scotia. In 1930 the output was 1,500,000 tons of ore, which ran about 52 per cent iron. Of the 1,177,961 tons of ore exported, 56 per cent of it went to Germany, 40 per cent to Canada, and 4.3 per cent to the United States. The ore shipped in 1931, however, showed a considerable decline from the previous year owing to curtailed industrial production in Europe. Operations are at present reduced to a minimum, work proceeding only two days a week, reflecting the general retrenchment in the iron and steel industry, particularly in Germany. Shipments this year will be very much restricted. This fact presents one of Newfoundland's most pressing problems, in the solution of which efforts are being made to induce Great Britain and Canada to take more of her iron ore.

The Anglo-Newfoundland Development Company Limited discovered at Buchans River a deposit of high-grade zinc-lead ore, containing also copper, silver, and gold. This company, in partnership with the American Mining and Smelting Corporation, are now operating the mine. In 1930 the output was 70,000 tons of concentrates, and since then the output has increased. It is significant that when most base metal mines are curtailing their production owing to low prices, Buchans is continuing its program. The ore runs about 17.8 per cent lead, 7.65 per cent zinc, 1.4 per cent copper, 3.2 ounces silver, and 0.03 ounce gold per ton. Shipments all go to Belgium and the United States.



There are extensive deposits of copper, but the mining of this metal has been at a standstill since 1918 due to lack of concentration facilities and the diminished price of copper.

*Pulp and Paper.*—During the last decade the newsprint industry has made such progress in Newfoundland that it now rivals the fishing industry in importance. In 1921 the production of newsprint amounted to only 60,000 tons, while in 1931 it totalled nearly 300,000 tons. This remarkable growth has been due to exceptionally favourable manufacturing conditions. Large and easily accessible timber resources, low cost power and labour, and water transportation facilities have enabled Newfoundland to produce newsprint on a basis probably more favourable than that of any other country. Consequently the two mills operating on the island, namely the Anglo-Newfoundland Development Company at Grand Falls and the Canadian International Paper Company at Corner Brook, maintained operations at capacity for the past few years. Wages in the former mill have been reduced by 8 per cent and in the latter two cuts of 10 per cent each have been made. A further curtailment is that of the Corner Brook mill closing down their woods operations this year, which will throw many men out of work for the coming autumn and winter.

The Anglo-Newfoundland Development Company, which is largely controlled by English newspaper interests, operates five machines with an output of 400 tons a day and finds its principal market in Great Britain. The Canadian International Paper Company, which is owned by United States interests, operates four machines with an output of 500 tons per day and ships practically all its product to the United States. Of late there have been a few small shipments of pulpwood by permission of the Newfoundland Government, which exercises control over such shipments.

*Other Industries.*—About 2,000 people are engaged in the following industries which supply in part the local needs: beverages, biscuits (all requirements), boots and shoes, clothing, confectionery, cordage, furniture, nails, paints and oils, tobaccos and cigarettes.

#### GOVERNMENT FINANCES

Since the war the public debt of Newfoundland has largely increased and now stands at over \$95,000,000. Yearly interest on this debt amounts to over \$4,700,000, which when deducted from the total revenue leaves very little for the administration of Government services. During the fiscal year 1931-32 just completed, the total expenditure, including interest on the debt, was approximately \$10,800,000, while the total revenue amounted to approximately \$7,300,000, leaving a deficit of \$3,500,000. On January 1, 1932, the half-yearly payment on the debt was due, and to save the Government from default the four Canadian banks operating on the island advanced \$2,000,000. In return, the Government agreed to make Canadian bank notes legal tender and to prohibit the export of gold except under licence. In addition, several restrictions were imposed by the banks, such as that of the paying of all revenue into an account with them for interest deduction, and all expenditure had to be approved by a member of the British Treasury invited to Newfoundland for the purpose. On June 30 the same situation arose, and this time it was overcome by a Government bond issue of \$2,500,000. To ensure the success of this issue, the Imperial Oil Company subscribed \$1,700,000, the net amount required, in return for a monopoly on all gasoline and petroleum products sold in Newfoundland for the next fifteen years. The Imperial Oil Company have contracted to pay the Government royalties on all products sold, in which respect they have guaranteed a minimum yearly payment of \$300,000. This money will be sufficient to pay the interest on the bonds and also to provide a sinking fund for their retirement at the end of the fifteen-year period.

The exceptionally large adverse balance between expenditure and revenue last year may be attributed in the main to the unprecedentedly low price of codfish and the exceedingly poor catch of last season. Other contributing factors were the large railway deficit, the increased demand on the Able Bodied Relief Fund, the increased interest paid on loans secured in the United States due to the premium on United States funds, the drop in customs revenue due to the decreased buying power of the masses which follows a poor fishery catch, and the general depressed trade conditions that at present exist.

The situation to-day is serious, but the Government of Newfoundland, which enjoys a large majority in the Assembly, is making a determined effort to set her financial house in order and to break free from the dependence on loans. For fiscal year 1932-33 a balanced budget has been announced as follows:—

Estimated revenue . . . . .	\$10,180,000
Estimated expenditure . . . . .	10,150,107
Surplus . . . . .	\$ 29,893

This has been effected by measures recently put into force. A drastic program of economy is being carried through. Duties have been raised on over fifty items on the tariff. Grants for roads, bridges, ferries, and steamship communications have been cut down and in many cases eliminated. An act was passed reducing all salaries of public servants by 10 per cent, the compensation of ministers being subject to a special cut of 25 per cent. The vote for education—the largest single vote in the budget—was reduced by \$250,000 or nearly 25 per cent. A special commission of ministers was formed to examine and reduce expenditure in other directions.

#### BANKING

All banking is done by the four Canadian banks operating in that Dominion, namely the Canadian Bank of Commerce, Bank of Montreal, Royal Bank of Canada, and the Bank of Nova Scotia. Deposits are held to the amount of over \$25,000,000. These banks are always ready to supply market information and to protect the interests of the Canadian exporter.

#### TARIFFS

Customs duties in Newfoundland are very high, averaging over 60 per cent ad valorem. They are designed wholly for revenue purposes and provide over 80 per cent of the total revenue. In addition to the duty on each commodity, there is an extra charge of  $7\frac{1}{2}$  per cent ad valorem, plus a surtax of 3 per cent of the duty.

#### EXCHANGE

The discount on the Canadian dollar in the United States also applies in the case of Newfoundland. This serves to place many Canadian and British products on an equal or better price basis than those from the United States. Another favourable factor is that the United States dollar for duty purposes is rated at \$1.12.

#### COMMUNICATIONS

Messrs. Furness Withy operate a freight and passenger service twice a month between Liverpool, St. Johns, Halifax, and Boston.

The Newfoundland-Canada Steamship Lines operate a single vessel service between Montreal, North Sydney, St. Pierre, and St. Johns every two weeks, leaving Montreal on Thursday and arriving at St. Johns the following Friday week.



The Clarke Steamship Company operates a service from Montreal to Corner Brook—a port on the west coast which is the port of call for the mills of the International Paper Company. This service is weekly during the summer months, leaving Montreal on Tuesday evening, calling at settlements along the north and south shore of the St. Lawrence, and arriving at Corner Brook the following Monday.

The Furness-Red Cross Line operates a weekly service from New York and Halifax to St. Johns.

The Farquhar Steamships Company Limited operate a fortnightly service between New York, Boston, Halifax, and St. Johns.

A fleet of seven ships operated by the Government ply around the coast giving service to the many outports.

## DIRECTIONS OF UNITED KINGDOM TRADE

HARRISON WATSON, CANADIAN TRADE COMMISSIONER

London, August 19, 1932.—At a time when public interest is centred on the development of trade within the Empire, it is particularly apposite that the Board of Trade should issue statistics covering the trade of the United Kingdom, both import and export, with the principal countries of the world, by valuation, for the first half of the current year. These figures indicate a definite increase of trade within the Empire.

As regards imports, the aggregate value was £359,972,149 as against £417,873,843 in the first six months of 1931, and although this represents a considerable shrinkage, it is found that the reduction was restricted to imports from foreign countries, which fell away by nearly £62,000,000. As, at the same time, imports from Empire countries increased by nearly £4,000,000, the proportion of the trade from Empire countries increased from 30·3 per cent to 36·2 per cent. The increase would have been undoubtedly greater if the first quarter of the year had not included a period when an abnormal supply of commodities of all kinds from foreign countries was dumped into Great Britain, with a view to forestalling the operation of the general tariff which came into force last April.

In the case of "exports of produce and manufactures of the United Kingdom," the alteration was less marked, in so far that the total for the two quarters—£187,033,336 in comparison with £199,155,979 during the first half of 1931—shows an all-round decline, amounting to about £8,000,000 in the case of foreign countries and £4,000,000 in that of Empire countries. At the same time, the Empire proportion rose from 43·8 per cent to 44·8 per cent.

Entrepôt trade—that concerning the re-exportation of goods imported into the United Kingdom—is of lesser importance, but up to June 30 there was a fall to £29,330,153 from the £35,708,271 during the first six months of 1931, which, in the case of Empire products, represented a decline to 21·6 per cent from 23·4 per cent.

The position varied considerably in the case of individual countries. It suffices here, however, to show that imports into the United Kingdom from Canada totalled £17,319,249 against £13,200,334 for the first two quarters of 1931, while those from Australia improved by £2,500,000. Simultaneously, receipts from the United States dropped from £51,500,000 to £43,250,000; those from France from £20,500,000 to £9,750,000; imports from Germany were practically cut in half, and arrivals from Russia decreased from £11,385,761 to £7,723,143; while imports from the Argentine were practically unchanged.

In the case of United Kingdom exports, Canada took only £7,887,130 in comparison with £11,374,026 during the first six months of 1931. Upon the other hand, slight increases took place in the cases of Australia and India. During

the same period, whereas British exports to the United States remained practically unaltered, those to Germany went down by approximately £2,000,000, to France by over £2,500,000, and to the Argentine by £3,500,000.

The same Government report publishes figures of overseas trade for the month of July. It suffices to say here that the tendency for imports to contract continues. The total value showed a decrease of over £6,500,000 from the previous month of June, and about £18,000,000 from July, 1931.

The value of British exports does not so far show the much desired increase, but actually a slight decline from the month of June. The net result, however, marks a reduction of approximately £12,000,000 in the excess of the value of imports over exports, in comparison with July a year ago.

## LONDON MARKET FOR DEHYDRATED APPLE RINGS

G. A. NEWMAN, ASSISTANT TRADE COMMISSIONER

London, August 12, 1932.—It is the general opinion among importers of canned and dried fruit in London that there is an opportunity for Canadian firms to successfully compete in the dried apple market during the coming season. The preference of 25 per cent accorded to shipments from Empire sources of supply plus the exchange differential, which at the moment allows of an approximate additional 15 per cent to the Canadian shipper as compared with that of the United States—that country being the chief source of supply—gives the Dominion a decided advantage. But tariff and exchange advantages are not in themselves the chief consideration in this market; the apple rings from Canada must be comparable in quality to those offered by Oregon and Washington packers. Each box should contain from 75 to 80 per cent whole rings, and the fruit must be of a good white appearance. Colour is important: one well-known dealer states that 75 per cent of the dried apples imported by him go to fruit salad manufacturers who demand a good white colour in the apple rings which they use. Moreover, Canadian dried apples shipped to this market in the past have brought unsatisfactory prices on account of failure to comply with these essentials; the shipments in most cases, it is stated, were small, dark-coloured, and contained a large number of broken pieces. Nothing but a high-quality pack is likely to yield profitable returns.

Some years ago Californian apples were favoured on this market, but in recent years they have been supplanted by the better-quality packs from Washington and Oregon. Dried apples from these two States are now regarded as the standard of quality, and command a premium of from 2s. to 3s. per cwt. over packs from New York State or California.

Prices for extra choice Oregon pack are about 41s. per cwt. c.i.f. United Kingdom ports. The same grade of pack is being offered at from 5¼ to 5½ cents per pound f.o.b. United States ports. Prices for Californian extra choice are stated to be from 37s. 6d. to 39s. 6d. per cwt. c.i.f. London.

No Canadian quotations are available on the market. Dealers state that last season's prices varied so widely according to individual shipment that they afforded no satisfactory indication of what a representative Canadian pack should fetch.

The accepted pack of dried apples is in 50-pound boxes. These are used extensively by repackers and fruit salad manufacturers. A certain percentage of the United States pack is supplied in 25-pound boxes, which are usually given a premium of from 2s. to 3s. over the large type of package.

One authority in the trade emphasizes the advisability of shippers "facing" each box of apple rings—i.e., the top layer of dried fruits should be carefully laid flat, ring beside ring, giving a better appearance to the fruit when exposed for sale.



There are no definite statistics available as to the imports of dried apples into the United Kingdom, these being classed in the official statistics under the term "unenumerated dried fruits"; but as the dried fruits coming under this classification from the United States generally consist of dried apples and fruit salad, it is possible to obtain some general idea as to the extent of the dried apple imports. According to the Empire Marketing Board's figures, supplies received from the United States during the five-months' period January to May, 1932, totalled 12,559 cwts. as compared with 16,195 cwts. for the corresponding period of 1931.

## BEEKEEPERS' SUPPLIES FOR THE WEST OF ENGLAND

DOUGLAS S. COLE, CANADIAN TRADE COMMISSIONER

Bristol, August 11, 1932.—Unfavourable weather conditions throughout Great Britain during 1931 and the spring of 1932 severely affected the sale of beekeepers' supplies in this market. The departure of the United Kingdom from the gold standard did not prove a compensating factor, and orders lost to Canadian firms were not placed elsewhere. Since the 1930 season was also unfavourable, in some cases there has been a carry over of supplies for two years.

A rainy spell in the latter part of July turned what promised to be a good season into a moderate one. Unusually warm weather during the past ten days, however, may retrieve the situation, and there should be a good honey crop despite the season being rather late. Abundant supplies coupled with the favourable tariff and exchange situation should stimulate Canadian sales.

### BEEHIVE SECTIONS AND COMB FOUNDATION

The annual consumption in this country of beehive sections is probably from 1,000,000 to 1,500,000. Orders for the 1933 season are likely to be placed in September or October. The bulk of the orders are placed by a limited number of firms; price and quality are the determining factors. Sales prospects are now considerably brighter as there has been a fairly rapid depletion of dealers' stocks.

The standard section used in England is  $4\frac{1}{4}$  by  $4\frac{1}{4}$  by  $1\frac{1}{8}$  inches, of the highest class of basswood, free from all discoloration. Local production is limited; the bulk of the importations has been from the United States.

Comb honey foundation is in good demand and is supplied by British, United States, and Canadian manufacturers. Canada's share of the trade has been steady, owing to high quality, and there are good prospects for an increase in imports from the Dominion in 1933.

The season during which foundation is in demand is very short, being generally confined to May and June. Orders are placed in the fall of the year for delivery in April. Sales being dependent on weather conditions prevailing in May and June, dealers must be in a position to obtain speedy deliveries to cope with any demand arising out of exceptionally favourable weather conditions.

As Canadian beeswax has a melting point of  $150^{\circ}$  F. as compared with  $145^{\circ}$  to  $147^{\circ}$  for tropical beeswax, with a minimum hive temperature requirement of  $90^{\circ}$  F., Canadian supplies have a very fair margin of advantage.

### DISTRIBUTION

In the past it has been the practice of manufacturers, particularly those in the United States, to solicit direct business by means of quotations and samples furnished by the dealers. The latter prefer to have direct contact with the Canadian manufacturer rather than deal with a sole distributor or representative on this side. The bulk of the import trade, however, is in the hands of four or five

leading concerns who control the distribution to the smaller firms. English dealers find it advisable to place substantial portions of their business with English manufacturers in order to ensure immediate delivery of urgently needed supplies.

PRICES

The following are prices of beekeepers' supplies ruling in 1932 for purchase in bulk by importers for resale to wholesale traders:—

Comb foundation, medium brood. . . . .	2s. (40 cents) per lb.
Beehive sections, 4½ in. by 4½ in. by 1¼ in., with 4 beeways and split top and groove on the remaining three sides..	45s. (\$9) per 1,000

The following wholesale prices as differentiating from import prices may be of interest:—

Foundation—	7 Lbs. or under	1 cwt.
Medium brood. . . . .	2s. 6d. (50 cts.)	2s. 5¼d. (48¾ cts.) per lb.
Thin brood. . . . .	2s. 7d. (51¾ " )	2s. 6d. (50 " ) "
Narrow brood . . . . .	2s. 7d. (51¾ " )	2s. 6d. (50 " ) "
Drone base. . . . .	2s. 7d. (51¾ " )	2s. 6d. (50 " ) "
Thin super . . . . .	2s. 10d. (56¾ " )	2s. 9d. (55 " ) "
Extra thin super. . . . .	3s. 0d. (60 " )	2s. 11¼d. (58¾ " ) "
Beehive sections—	Per 100	Per 1,000
4 way grooved and split. . . }	8s. 6d. (\$1.70)	75s. 0d. (\$15)
2 way grooved and split . . . }		
No way grooved and split . . }		

NOTE.—Exchange calculated at \$4 to the £.

MIDSUMMER TRADE IN THE WEST OF ENGLAND

DOUGLAS S. COLE, CANADIAN TRADE COMMISSIONER

Bristol, August 16, 1932.—A slight but definite rise in the prices of the principal wholesale commodities is regarded as evidence of a revival in United Kingdom trade, although levels are still below those prevailing prior to 1914.

BIRMINGHAM TRADE

The *Birmingham Post* in its weekly trade review states that portents favourable to recovery in the building and allied trades can be recognized. Investment values have undergone a great change during the past month under the influence of the War Loan conversion scheme, and one of the first effects is an enhancement of the attractions of ground rents in the securities market. It is predicted that the same trend will direct more capital to real estate generally, although the stimulus to building may not be appreciable.

One important factor which is not so favourable in the Midlands is the quietness in the iron and steel trades and the great disparity between the prices quoted as between continental and British manufacturers. At present prices continental supplies can be bought at very little more than they cost before the devaluation of the pound and the application of the tariff in the United Kingdom. Belgium and France are both competitors; Germany is now out of the market.

NORTHAMPTON AND LEICESTER

Reports from the Northampton and Leicester areas indicate that trade is very quiet owing to the summer season, and the immediate prospect in the boot and shoe as well as the hosiery industry is not encouraging, the adverse effect of the tariff war with the Irish Free State being very apparent. Imports of stockings and hosiery in June amounted to 183,430 dozen pairs and of underwear to 33,883 dozen.



## SOUTH WALES

Exports of anthracite from Swansea continue to be heavy and in increasing demand as compared with steam coal. Shipments to Canada have been large, and when the Canadian trade eases off in the late autumn it is expected that France will be a buyer for her winter requirements. The depression in the steam coal trade is becoming more severe, with apparently no possibility of finding new outlets to replace markets which are being lost or curtailed.

## UNEMPLOYMENT

Recently published statistics indicate that the percentage of unemployed persons in the United Kingdom who are members of trade unions or beneficiaries under official unemployment insurance schemes in January of this year was 22 per cent. This compares with 20 per cent for Belgium, 35 for Denmark, 43 for Germany, 33 for the Netherlands, 30 for Norway, 24 for Sweden, and approximately 28 per cent for Australia.

Unemployment statistics for this trade territory show that in July industrial vitality was low in the Midlands. The percentage of unemployed among insured persons in the various divisions as on June 30, 1932, was as follows: West of England, 17 per cent; South Midland division, 23; and Wales division, 34 per cent, representing, as compared with the number on the corresponding date in 1931, an increase of 3.3 per cent, a decrease of 2 per cent, and an increase of 2.6 per cent respectively.

## BANK CLEARINGS

For the month of July bank clearings in Birmingham amounted to £12,370,000, an increase of 18 per cent over the figures for the corresponding month of 1931. The July total for Bristol was £5,716,000, an increase of 5.1 per cent, and for Leicester £2,926,000, an increase of 5.2 per cent. These figures may be regarded as an indication of some quickening in trade activity.

**MARKET FOR CANNED GOODS IN INDIA**

R. T. YOUNG, CANADIAN TRADE COMMISSIONER

Calcutta, July 6, 1932.—With an average annual per capita income estimated at less than Rs.100, the limitations imposed upon the vast majority of the people of India in purchases of imported goods is readily understood, even were there no other adverse factors to be considered.

The market for canned goods is restricted principally to the domiciled European population, which in Calcutta, for example, comprises not more than 30,000 out of the 2,000,000 inhabitants. To these may be added well-to-do Eurasians or Anglo-Indians and some of the better-class Indians accustomed to European standards. Besides the individual consumers, railway restaurant carriages and station restaurants use large quantities of all types of canned goods. With one or two exceptions, the principal one of which is the Bengal Nagpur Railway, these are all operated by contractors. Not only do these restaurants supply the requirements of travellers, but the contractors or railways operate canteens for the benefit of their staffs and employees, so that in the aggregate the consumption is substantial.

## IMPORTS

The following statement summarizes imports of canned and bottled provisions during the fiscal years ending March 31, 1930 and 1931; figures for 1932, details of which are not readily available, are also included. From these figures an estimate of the extent of the market may be formed:—

*Imports into India of Canned Foods*

Canned and bottled provisions	1929-30	1930-31	1931-32
Canned or bottled fruits . . . . .Cwts.	33,301	32,662	22,648
	Rs. 1,406,834	1,204,668	690,205
Tinned or canned fish . . . . .Cwts.	80,736	60,063	19,807
	Rs. 2,566,993	1,849,667	723,182
Others . . . . .Cwts.	113,848	113,180	111,716
	Rs. 6,660,984	6,154,465	5,555,584
Cheese (including canned) . . . . .Cwts.	10,876	10,443	7,249
	Rs. 1,122,115	1,005,444	633,457
Total . . . . .Cwts.	238,761	216,348	161,420
	Rs. 11,756,926	15,214,244	7,602,428

## CANNED OR BOTTLED FRUITS

An examination of the import figures for the fiscal year ending March 31, 1931, shows that Empire countries contributed 17,229 cwts. (112 pounds) of canned or bottled fruits valued at Rs.484,519 as compared with 14,754 cwts. (Rs.494,019) in 1930. The Straits Settlements are given as the suppliers of the largest quantities in these periods—9,142 cwts. (Rs.155,087) and 7,244 cwts. (Rs.142,764) respectively—followed by the United Kingdom with values of well over Rs.100,000. Australia is credited with Rs.80,000; contributions from Canada were negligible. From foreign countries the same class of goods was imported in 1931 to the extent of 15,433 cwts. (Rs.720,149) as against 18,547 cwts. (Rs.912,815) in the preceding year. The United States was by far the largest contributor, furnishing in 1931, 13,393 cwts. (Rs.629,908), and in 1930, 17,359 cwts. (Rs.843,133), most of which was received from the Pacific coast. The greater portion of the imports from the United Kingdom consisted of jams and bottled fruits, with a small sprinkling of canned fruits; those from Australia and the Straits Settlements were principally cheap canned fruits, with small quantities of jam. On the other hand, United States supplies consisted almost entirely of well-known California canned fruits that are favourably received on the Indian markets because of low price and speedy and regular shipments, assisted by steady advertising.

## TINNED OR CANNED FISH

Imports of tinned or canned fish from Empire sources in 1931 amounted to 9,624 cwts. (Rs. 502,882) as compared with 11,290 cwts. (Rs.594,711) in the previous year, of which the United Kingdom supplied 4,667 cwts. (Rs.338,334) and 4,942 cwts. (Rs.362,221) respectively. These comprised salmon—some of Canadian origin—sardines, kippers, and haddies. Canada's share of this trade in the same year was 2,287 cwts. (Rs.91,777) and 1,696 cwts. (Rs.75,726), mostly from Pacific coast ports. The Straits Settlements and Hongkong also supplied fairly substantial quantities of varieties acceptable to the Chinese and Burmese populations. Countries other than Empire again took the lead in this class of imports, shipping in 1931, 50,439 cwts. (Rs.1,346,785) as against 69,446 cwts. (Rs.1,972,282) in 1930. The United States was the most important contributor, sending in 1931, 48,204 cwts. (Rs.1,180,578) as against 66,520 cwts. (Rs.1,810,223) in the previous year, more than 80 per cent in each year originating on the Pacific coast and consisting principally of canned salmon and what are termed "California sardines in tomato sauce"—actually pilchards prepared similarly to real sardines. Other important sources of supply were Portugal, Norway, and France for sardines in pure olive oil, and China for canned fishstuffs to suit the requirements of certain classes of the population, while Japan supplied quantities of crab meat.



Tinned fish of all kinds finds its largest sale in Burma, where the people, the majority of whom are of Mongolian descent, favour this type of food. Other large consumers are the British military canteens, where canned salmon and sardines find favour.

#### CANNED VEGETABLES, SOUPS, AND MEATS

Imports of canned vegetables, soups, and meats, the latter very small, are all included in the statistics of imports under the category "other kinds of canned provisions." The figures show that in 1931 and 1930 Empire countries supplied 70,235 cwts. (Rs.4,340,527) and 73,701 cwts. (Rs.4,839,549) respectively. The United Kingdom contributed the major portion, 61,839 cwts. (Rs.3,986,722) in 1931 as against 67,725 cwts. (Rs. 4,579,339) in the preceding year, followed by Australia with 3,593 cwts. (Rs.180,514) and 2,775 cwts. (Rs.135,415), while Canada was credited with only 158 cwts. (Rs.9,027) and 104 cwts. (Rs.5,070) in the respective periods. On the other hand, imports from foreign countries in these years were 42,945 cwts. (Rs.1,813,938), of which the United States supplied 17,654 cwts. (Rs. 918,606) as against 40,147 cwts. (Rs.1,821,435) in 1930, when the United States furnished 15,536 cwts. (Rs.889,264). Other sources of supply were France, Italy, China, and Japan.

Bombay and Calcutta are the largest consuming centres for canned vegetables, while Sind, or that area lying to the north of Bombay of which Karachi is the port, consumes canned vegetables in proportionately greater quantities than other areas as it is largely desert country. Varieties mostly in demand are peas, asparagus ("California Giant"), string beans, and corn. Similarly a demand exists for fruits—peaches, pears, apricots, strawberries, apples, cherries. Canned meats such as tongues, hams, chickens find but limited sale. Tinned butter is a good seller in up-country stations, but is mostly consumed by Europeans or the unorthodox, so that the sale is limited. This butter is imported from New Zealand and Australia, while several large modern dairies operate in the large centres.

#### CHEESE

An examination of official statistics discloses that in 1931 out of a total from Empire countries of 2,050 cwts. (Rs.235,822) of cheese, the United Kingdom supplied 1,838 cwts. (Rs.208,231) and Australia 159 cwts. (Rs.22,625), the balance being distributed among the Straits Settlements and African colonies. For the previous year the figures were: total imports from Empire sources 2,295 cwts. (Rs.267,883): United Kingdom, 2,121 cwts. (Rs.242,653); and Australia, 148 cwts. (Rs.21,824). In 1931 imports from foreign countries totalled 8,393 cwts. (Rs.769,622), supplied principally by the Netherlands, 6,889 cwts. (Rs.615,380), and Switzerland, 1,105 cwts. (Rs.116,708). The quantities brought in during the previous year showed but slight variation, totalling 8,581 cwts. (Rs.854,232), supplied by the same sources.

Considerable quantities of this cheese are of the ordinary types, but there are also fair proportions of specialty or processed types packed in hermetically sealed tins. These latter types of cheese cannot stand up against the climate if packed in cardboard or paper cartons.

#### LABELLING

Price is the all-important consideration, and with this end in view the exporter must in all possible ways reduce his costs in order to compete. One way in which this is possible is in labelling, which at the same time is an important matter. The label should be bright, attractive, and of striking design, but it is not necessary to use five to six different colours, including particularly gold or bronze, all of which add to the cost, nor is heavy art paper necessary. Usually a label of three contrasting colours in attractive design is sufficient.

While for obvious reasons it is not always advisable to enclose additional labels with each case of goods, it is suggested that the agent be furnished with a small supply of the different labels in order that he may furnish the buyer with sufficient to replace any damaged ones.

#### PACKING

Canned goods and bottled provisions particularly should be so packed that friction is avoided, thus saving the labels and preserving the tins in their original state, while the case should be made of first-class material. Cases that prove suitable for domestic use are in many instances not strong enough for overseas shipment, so that for the latter purpose the wood used should be of first-class quality and at least one-half inch thick. To prevent pilfering and breakage, the ends of cases should be securely bound either with steel straps or wire.

#### METHODS OF DOING BUSINESS

The usual method of doing business in canned and bottled provisions is through an agent working on a commission, who secures indents from wholesale and retail buyers. To introduce certain lines it may be necessary for the agent to carry a small stock on a consignment basis, but once the line has been made known to the market through advertising, it will then be possible to establish in various centres a wholesale jobber or distributor who will furnish the bulk of the indents, while at the same time there may be one or two other retailers from whom indents will be received direct through the agent. It must be remembered that in the various large centres in India there are hundreds of small bazaar dealers in provisions from whom it would not be advisable to accept indents direct, not only because of the smallness of their orders, but on whose accounts it might be difficult to realize. These dealers would have their requirements filled by purchasing from the wholesale distributor or jobber who may also be a retailer.

#### TERMS OF PAYMENT

The usual terms under which business of this nature is transacted in India are documents on payment or documents on acceptance, 30 to 60 days. In the first instance, the documents which entitle him to possession of the goods are delivered to the consignee only on payment of the amount of the draft either when it is presented or within the time specified, while in the latter case, on accepting the draft, payable within the time specified, he obtains possession of the documents and thus the goods. These latter terms would of course only be extended to houses of undoubted standing.

One of the great drawbacks to Canadian exporters obtaining business in this market is their practice of quoting in Canadian dollars instead of in Indian currency or one with which the Indian buyer is much more familiar, such as sterling. In addition, where there is competition in the market it is necessary to quote the cost of the goods to a prospective buyer in his own city, or at least main port of entry.

#### QUOTATIONS FOR ECUADOR

Mr. C. S. Bissett, Canadian Trade Commissioner in Lima, writes under date August 9, 1932, that difficulty has been experienced by Canadian exporters in selling in the Ecuadorean market when their prices are based on Canadian currency, which is not listed in the currency quotations of the Banco Central del Ecuador. All bills must, by law, be bought and sold through the Banco Central, and importers are therefore unable to cover, previously, any purchases made in that medium. Efforts made to induce the Banco Central to open an account in Canadian dollars have had no favourable result, as the bank does not consider that the amount of trade at present warrants the adoption of the



trading risk. The only alternative appears to be for Canadian exporters to quote in United States dollars in order to overcome the currency difficulty, and this course is not only strongly recommended but will be found to be essential, until exchange stabilization arrives, if any progress is to be made in that market.

## POINTS FOR EXPORTERS TO HONGKONG AND SOUTH CHINA

PAUL SYKES, CANADIAN TRADE COMMISSIONER

Hongkong, August 1, 1932.—Hongkong is a British Crown Colony. It consists of an island lying off the coast of South China and some 280 square miles of the adjacent mainland. Its population is estimated at about 1,000,000, of which all but 16,000 are Chinese. The port of Hongkong is one of the busiest in the world—a result of the great volume of transshipment trade, largely to South China, for which market Hongkong is the principal centre of distribution.

South China is one of the least developed of the large markets of the world. It consists of five provinces covering an area of about 436,250 square miles, and has an estimated population of 83,250,000. Canton is the largest city and port. Swatow, Amoy, and Foochow are of less importance. Wuchow is the largest city not situated on the seaboard. The outstanding features of the South China market are its vast population and its low purchasing power.

### CLIMATE

Hongkong and parts of the provinces of Kwantung, Kwangsi, and Yunnan lie within the tropics. High temperatures and humidity are experienced from May to October. The winters are cooler and frequently raw and rainy in the early months of each year.

### INDUSTRIES

There is very little manufacturing in South China. Some cotton, silk, and woollen goods are made in modern factories, while silk, china, wood products, and other articles are made by hand in small establishments. The chief occupation of the people is agricultural production. Rice is the principal crop. In Hongkong itself manufacturing is equally restricted; shipbuilding is the most important industry in the colony.

### TRADE

The compilation of the official statistics of the trade of Hongkong was suspended at the end of 1924 and resumed in April, 1930, and it is therefore possible to quote the figures for 1931.

Imports for 1931 were valued at G\$173,369,000. French Indo-China, South China, North China, Netherlands East Indies, the United Kingdom, and the United States were the principal contributing countries. The value of the exports was G\$127,382,000.

These values represent primarily transshipments to and from South China and adjacent territories. The imports comprise mainly cotton goods, raw cotton, sugar, metals, oils, flour, fish products, chemicals, paper, and woollen goods.

The principal imports into Hongkong and South China (in the order named) are flour, dry salt herring, sulphate of ammonia, automobiles, cheese, lumber, fresh fruits and vegetables, leather knitted goods, and canned foodstuffs. The value of Canadian exports for the year 1931 amounted to G\$1,204,000.

Exports to Canada from South China in 1931 were valued at G\$575,000, and consisted largely of rice, fish products, ginger, oils, and wooden furniture.

Imports into Hongkong from Canada are increasing rapidly in value, as is evidenced by a comparison of the figures for the first four months of 1932 as against the corresponding period last year:—

	1931	1932
	Gold \$	Gold \$
January . . . . .	114,203	174,084
February . . . . .	159,829	194,116
March . . . . .	140,270	182,754
April . . . . .	72,876	154,162
	487,178	705,116

#### TARIFF AND CUSTOMS REQUIREMENTS

Hongkong is practically a free port. The only customs duties are those levied on imports of alcoholic beverages and tobacco.

The Chinese customs tariff provides for both ad valorem and specific duties on all principal imports, but Canadian exporters dealing with this market may ignore these duties and quote c.i.f. Hongkong prices, as all Chinese customs duties will be looked after by their local connections.

#### REPRESENTATION

A considerable proportion of the trade from Canada to Hongkong and South China is carried on through direct sales. In cases where an agent's services are necessary it is highly desirable that Canadian exporters appoint a representative for this territory alone. Some Shanghai agents of Canadian firms have neglected to cultivate the South China market, while there are in Hongkong an adequate number of agency companies.

A directory of Hongkong and South China importers and agents is on file in the Department of Trade and Commerce, Ottawa. It includes the names of reliable British, Chinese, and foreign firms who are in a position to give efficient representation to exporters to this market.

#### SAMPLES

Agents or buyers in Hongkong and South China will rarely consider new business unless samples are provided. This point should be noted by all exporters interested in the market, and samples with c.i.f. prices should accompany all original inquiries directed either to the Trade Commissioner or to business houses.

#### CURRENCY

The Hongkong dollar is based on silver and fluctuates in value according to the price of silver. The last two years have been disastrous for the silver dollar as regards its value against currencies of countries on a gold standard. Its present value is approximately 23 cents United States and 25½ cents Canadian.

Each province of South China issues its own currency which is based on silver, the common units of which are the 20-cent piece and the dollar. Nominally the value of the Hongkong silver dollar and the South China provincial silver dollar is equal in terms of gold, but generally the Hongkong silver dollar commands a premium of from 8 to 12 per cent.

#### QUOTATIONS

Quotations should always be given c.i.f. Hongkong. F.o.b. or f.a.s. prices are of little value to local buyers. Quotations should also be net, with added reference to discounts, commissions, etc. The currency in which prices are quoted may be Canadian or United States dollars or the pound sterling. The former is recommended.



## SELLING TERMS

It is not unusual for exporters to China to ship only on irrevocable letter of credit. These terms are to be commended whenever possible. Competition, the difficulty of introducing new lines, and some increases in the standards of business adopted by local mercantile firms warrant exporters in shipping on a documentary payment basis in some cases. Consignment is to be deprecated in general, but, as in the case of d/p business, may be undertaken when the importer is known to be reliable.

## BANKS

Canadian banks have established connections with local banking institutions. They can at all times furnish data regarding exchange rates, etc., and may also be able to furnish credit information on importing firms supplementary to that collected by the Trade Commissioner.

## PACKING

Every attention should be given to the packing of shipments to South China and Hongkong. Owing to the necessity for transshipment and the rough treatment given to freight parcels by coolie labour, this is of extreme importance. Labels or similar devices as a means of securing careful handling are of little value. Crates, covers, and similar protective material must be strong and durable, and insulation must be given to contents of packages whenever possible. Straw-filling should not be used. Wood-wool or similar non-absorbent insulation is desirable. Marking should be limited to essentials.

## ROUTING

Most shipments from Canada to Hongkong and South China will naturally be made via Vancouver. In the case of bulky commodities, or any goods which are of non-perishable nature, shipment from Eastern Canada may at times be made by steamers sailing from Montreal, Boston, or New York via Panama or Suez.

## COMMERCIAL TRAVELLERS

Commercial travellers may visit Hongkong and South China for business purposes without restriction as to licences, etc.

## SAILING DISTANCES IN NAUTICAL MILES

	Miles
Hongkong to Vancouver . . . . .	6,089
Hongkong to Yokohama . . . . .	1,580
Hongkong to Shanghai . . . . .	853
Hongkong to New York (via Panama) . . . . .	11,691
Hongkong to Manila . . . . .	640
Hongkong to Saigon . . . . .	927
Hongkong to Singapore . . . . .	1,440

## SHIPPING SERVICES

A list of the principal steamship lines operating from Canadian Atlantic and Pacific coasts to Hongkong is given below:—

*Vancouver or Victoria to Hongkong*

- Canadian Pacific Steamships.—Freight and passenger service, sailing every two weeks.
- American Mail Line.—Freight and passenger service, operating with Dollar SS. Line.
- Blue Funnel Line.—Freight and passenger service, sailing monthly.
- Nippon Yusen Kaisha.—Freight and passenger service, sailing monthly.
- Klaveness Line.—Freight only, sailing monthly.
- East Asiatic Line.—Freight only, sailing monthly.

*Montreal and Halifax to Vancouver for Transshipment*

- Canadian National Steamships.—Freight only, sailing monthly.

*Boston or New York to Hongkong via Panama*

Dollar Steamship Line.—Freight and passenger service, sailing weekly.  
 American and Manchurian Line.—Freight and passenger service, sailing monthly.  
 Prince Line.—Freight and passenger service, sailing every two weeks.  
 American Pioneer Line.—Freight only, sailing monthly.  
 Osaka Shosen Kaisha.—Freight only, sailing fortnightly.  
 Blue Funnel Line.—Freight only, sailing monthly.

*Boston and New York to Hongkong via Suez*

Bank Line.—Freight and passenger service, sailing monthly.

## PASSPORTS

Visitors to Hongkong and South China should carry passports. These should be viséd by a Chinese Consul if it is proposed to travel in the interior.

## POSTAL INFORMATION

*To Hongkong*

*Letter Postage.*—3 cents for the first ounce and 2 cents for each additional ounce.

*Parcel Post.*—12 cents per pound up to 10 pounds; over 10 and up to 15 pounds, \$1.60.

*To China*

*Letter Postage.*—5 cents for the first ounce and 3 cents for each additional ounce.

*Parcel Post.*—15 cents per pound up to 10 pounds; over 10 and up to 15 pounds, \$2; over 15 and up to 20 pounds, \$2.50.

For further information respecting Chinese parcel post, see *Canada Official Postal Guide*.

Mails are carried to Hongkong and South China from Vancouver, Victoria, and Seattle at varying intervals averaging seven to ten days.

**BRITISH MERCHANDISE MARKS ACT**

## WOOD WOOL AND WOOD WOOL ROPE

The Board of Trade give notice that they have referred to the Merchandise Marks Committee an application for an Order in Council to require the marking with an indication of origin of imported wood wool and wood wool rope.

**UNITED KINGDOM TARIFF ON HORTICULTURAL PRODUCTS**

With reference to the notice in *Commercial Intelligence Journal* No. 1459 (January 16, 1932), page 86, concerning import duties in the United Kingdom under the Horticultural Products (Emergency Customs Duties) Act, Additional Import Duties (No. 5) Order, issued August 8, 1932, revises the original schedule of dates and rates of duty imposed. The articles affected comprise various classes of fresh fruit, fresh vegetables and plants and flowers. Detailed information respecting any articles may be obtained on application to the Department of Trade and Commerce.

**IRISH FREE STATE DUTIES ON TOOLS**

Mr. John H. English, Canadian Trade Commissioner in Dublin, writes under date August 16, 1932, that the Irish Free State Finance Act, 1932, provides (under customs item 18b) for the imposition of a customs duty of 50 per cent full rate and 33½ per cent preferential rate on hammers, hatchets, adzes, axes, pickaxes, mattocks, hoes, rakes, and forks when imported as complete tools fitted with wooden handles. The duty also applies to the handles imported separately, but does not apply to the iron or steel heads if imported without the wooden handles.



If the items specifically mentioned are imported complete, the duty is based and charged on the value of the complete articles, while if the handles and heads are imported separately, the duty is charged only on the value of the handles, the heads being free.

Under the new temporary duties imposed recently by the Irish Free State against articles containing iron or steel imported from Great Britain or Northern Ireland, the above-mentioned tools if imported complete would be liable to an additional duty of 20 per cent. Iron or steel heads would also be subject to this special duty if imported separately. The above tools imported from Canada and accompanied by the appropriate certificate of origin would be dutiable therefore at  $33\frac{1}{3}$  per cent; from the United Kingdom at  $33\frac{1}{3}$  per cent plus 20 per cent; and from foreign countries at 50 per cent.

### OPENING FOR CANADIAN CANNED GOODS IN HONGKONG

As a direct result of the Empire Fair, recently held in Hongkong, there has been a steady demand for Canadian products, more especially canned goods. Canadian canners are requested to forward catalogues, price lists, and all information regarding their products to Mr. V. E. Duclos, Canadian Trade Commissioner, Gloucester Bldg., Hongkong.

### CHINESE CONSULAR INVOICES

Supplementing the article published in *Commercial Intelligence Journal* No. 1490 (August 20, 1932), page 324, respecting Chinese consular invoices, Mr. L. M. Cosgrave, Canadian Trade Commissioner in Shanghai, cables that the Chinese Government advises that no penalty will be imposed on account of foreign goods being shipped to China without consular invoices during September and October. The penalty imposed during November and December for shipments without consular invoices will be double the fees for the consular invoice. The full penalty, which is equal to three times the fee charged for the consular invoice, will be imposed after January 1, 1933.

### SHIPPING SERVICES TO NORTH CHINA PORTS

A contract has recently been concluded between the Department of Trade and Commerce and the British Canadian Steamships, Ltd., of Vancouver, for a direct monthly freight service, particularly for lumber, between Vancouver, Port Alberni, Chemainus, New Westminster, Fraser Mills and other suitable British Columbian ports, as required, and Shanghai and/or Tsingtao, or other suitable North China ports, as business offers. Sailings will begin in October next, and when the dates have been definitely fixed they will be included in the list of sailings from Canadian ports published in the *Commercial Intelligence Journal*.

**Canadian Trade Commissioners should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.**

**The Canadian Government Trade Commissioners at the present time are using Bentley's Second Phrase Code.**

## TRADE OPPORTUNITIES ABROAD FOR CANADIAN PRODUCTS

The Trade Inquiries for Canadian products published below have been received since the publication of the last issue of the *Commercial Intelligence Journal*. Interested exporters may secure the names and addresses of the firms making these inquiries, together with further details regarding the commodities required, on application to the Director, Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa, or—

### Secretary, Board of Trade—

Saint John, N.B.,	Toronto, Ont.,	Winnipeg, Man.,
Halifax, N.S.,	Woodstock, Ont.,	Vancouver, B.C.,
Quebec, P.Q.,	St. Mary's, Ont.,	New Westminster, B.C.,
Sherbrooke, P.Q.,	Portage la Prairie, Man.,	Prince Rupert, B.C.
Montreal, P.Q.,	St. Boniface, Man.,	

### Secretary, Chamber of Commerce—

Kingston, Ont.,	Peterborough, Ont.,	Victoria, B.C.
Oshawa, Ont.,	London, Ont.,	
Belleville, Ont.,	Hamilton, Ont.,	

Border Chamber of Commerce, Windsor, Ont.

Industrial Commissioner, Stratford, Ont.

La Chambre de Commerce, de Montréal, 25 St. James E., Montreal, P.Q.

### Secretary, Canadian Manufacturers' Association—

Toronto, Ont.,	Winnipeg, Man.,	Vancouver, B.C.,
Montreal, P.Q.,	Edmonton, Alta.,	Victoria, B.C.

The Maritime Provinces Trade Commissioner, 122 Federal Building, Toronto, Ont.

The Bureau of Provincial Information, Victoria, B.C.

## Foodstuffs

595. **FOOD PRODUCTS AND FEEDING STUFFS.**—A London firm desire to get in touch with Canadian exporters of fruit and food products in general; also cereals, wheat, oats, barley, rye, on behalf of their Singapore branch.

## Miscellaneous

596. **SILVER FOXES AND MINK.**—A Buenos Aires firm desire to purchase silver foxes and mink for breeding purposes.

597. **KITCHENWARE.**—A London firm desire to get in touch with Canadian exporters on behalf of their Singapore branch.

598. **PULP.**—A firm in Shanghai desire connection with a Canadian firm in a position to supply kraft pulp suitable for the manufacture of kraft wrapping and also ground wood-pulp papers. Samples, lowest prices c.i.f. Shanghai, and full information should be sent immediately to the Canadian Trade Commissioner, Shanghai.

599. **WOOD MANUFACTURES.**—A London firm desire to hear from Canadian exporters of wood manufactures, on behalf of their Singapore branch.

600. **BRUSHES.**—A Buenos Aires purchasing agent desires to hear from manufacturers of twisted wire brushes similar to the "Fuller" lines.

601. **SAFETY MATCHES.**—A Guayaquil (Ecuador) firm of manufacturers' agents wish to act in that capacity for Canadian safety match manufacturers.

602. **TEXTILES; MACHINES; ETC.**—A London firm desire to hear from Canadian exporters of textiles, hand sewing machines, tools, and rubber manufactures, on behalf of their Singapore branch.

603. **MILK PASTEURIZING PLANT.**—A Barranquilla (Colombia) importer seeks the agency of Canadian milk pasteurizing plants.

604. **REFRIGERATION MATERIALS AND MACHINERY.**—A Buenos Aires firm seek the agency of refrigeration materials and machinery.

605. **CENTRAL HEATING EQUIPMENT; SANITARY WARE.**—An Amsterdam firm wish to purchase.

606. **IRON PIPING.**—A Buenos Aires representative wishes to act for Canadian manufacturers of iron piping with copper lining.

607. **ASBESTOS AND MAGNESIA PIPE INSULATION.**—Canadian manufacturers are requested to correspond with a Buenos Aires firm with a view to representation.

608. **ASBESTOS SHEETS.**—A London (England) house wish to purchase asbestos sheets (flat and corrugated) for direct shipment to Malaya.

609. **PISTON RINGS.**—A Buenos Aires importer wishes to hear from Canadian manufacturers of piston rings with a view to acting as agent.

610. **RADIO ACCESSORIES.**—An Amsterdam firm seek the agency for Canadian-made radio supplies.

611. **WIRE.**—A London firm desire to hear from Canadian exporters of wire fencing, barbed wire and rope, on behalf of their Singapore branch.



## FOREIGN EXCHANGE QUOTATIONS FOR WEEK ENDING AUGUST 29

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending August 29, 1932, with the official bank rate. Quotations for the week ending August 22, 1932, are also given for the sake of comparison:—

Country	Unit	Nominal Quotations in Montreal Week ending August 22	Nominal Quotations in Montreal Week ending August 29	Official Bank Rate
Austria . . . . .	Schilling	\$.1611	\$.1580	7
Belgium . . . . .	Belga	.1586	.1554	3½
Bulgaria . . . . .	Lev	.0082	.0080	8
Czechoslovakia . . . . .	Krone	.0338	.0331	5
Denmark . . . . .	Krone	.2110	.2004	4
Finland . . . . .	Markka	.0177	.0174	6½
France . . . . .	Franc	.0447	.0439	2½
Germany . . . . .	Reichsmark	.2717	.2666	5
Great Britain . . . . .	Pound	3.9565	3.8864	2
Greece . . . . .	Drachma	.0074	.0069	10
Holland . . . . .	Guilder	.4596	.4508	2½
Hungary . . . . .	Pengo	.1999	.1961	5
Italy . . . . .	Lira	.0586	.0574	5
Jugo-Slavia . . . . .	Dinar	.0204	.0200	7½
Norway . . . . .	Krone	.1984	.1948	4½
Portugal . . . . .	Escudo	.0376	.0369	6½
Roumania . . . . .	Leu	.0068	.0067	7
Spain . . . . .	Peseta	.0919	.0902	6½
Sweden . . . . .	Krona	.2035	.1994	4
Switzerland . . . . .	Franc	.2219	.2172	2
United States . . . . .	Dollar	1.1418	1.1200	2½
Argentine . . . . .	Peso (Paper)	.2883	.2856	—
Brazil . . . . .	Milreis	.0856	.0840	—
Chile . . . . .	Peso	.0691	.0678	5½
Colombia . . . . .	Peso	1.0933	1.0724	6
Mexico . . . . .	Peso	.3289	.3217	6-7
Peru . . . . .	Sol	.2397	.2296	6
Venezuela . . . . .	Bolivar	.1541	.1540	—
Uruguay . . . . .	Peso	.5395	.5292	—
Cuba . . . . .	Peso	1.1410	1.1192	—
Hongkong . . . . .	Dollar	.2694	.2688	—
India . . . . .	Rupee	.2997	.2940	4
Japan . . . . .	Yen	.2626	.2632	4.38
Java . . . . .	Guilder	.4584	.4519	4½
Shanghai . . . . .	Tael	.35283	.3528	—
Siam . . . . .	Baht (Tical)	.....	.....	—
Straits Settlements . . . . .	Dollar	.4710	.4549	—
British Guiana . . . . .	Dollar	.8392	.8232	—
Jamaica . . . . .	Pound	4.0308	3.9200	—
Other British West Indies . . . . .	Dollar	.8392	.8232	—
Martinique . . . . .	Franc	.0448	.0439	—
Guadeloupe . . . . .	Franc	.0448	.0439	—
Australia . . . . .	Pound	3.1667	3.1105	—
Egypt . . . . .	Pound (100 piastres)	4.0579	3.9859	—

## PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

## From Montreal

To Liverpool.—Duchess of York, Sept. 9 and Oct. 7; Duchess of Richmond, Sept. 16 and Oct. 14; Duchess of Atholl, Sept. 23; Duchess of Bedford, Sept. 30—all Canadian Pacific; Laurentic, White Star Line, Sept. 17 and Oct. 15; Antonia, Cunard Line, Sept. 29.

To London.—Beaverdale, Sept. 9 and Oct. 14; Beaverbrae, Sept. 16; Beaverhill, Sept. 23; Beaverford, Sept. 30; Beaverburn, Oct. 7—all Canadian Pacific; Ascania, Sept. 9 and Oct. 7; Alaulia, Sept. 16 and Oct. 14; Aurania, Sept. 23; Ausonia, Sept. 30—all Cunard Line.

- To *Southampton*.—Montclare, Sept. 10; Montrose, Sept. 29—both Canadian Pacific.
- To *Manchester*.—Manchester Producer, Sept. 8 and Oct. 13; Manchester Division, Sept. 15; Manchester Brigade, Sept. 22; Manchester Commerce, Sept. 29; Manchester Citizen, Oct. 6—all Manchester Line.
- To *Avonmouth, Cardiff and Swansea*.—Kastalia, Sept. 7 and Oct. 19; Concordia, Sept. 28—both Cunard-Donaldson Line; Norwegian, Sept. 17; Nevisian, Oct. 8—both Dominion Line.
- To *Glasgow*.—Letitia, Sept. 9 and Oct. 7; Sulairia, Sept. 16 and Oct. 14; Athenia, Sept. 23; Vardulia, Sept. 30—all Anchor-Donaldson Line.
- To *Newcastle and Leith*.—Cairnglen, Sept. 9; Cairnross, Sept. 23 (also calls at Dundee); Cairnesk, Oct. 7—all Cairn-Thomson Line.
- To *Belfast*.—Lord Londonderry, Head Line, Sept. 11 (cargo accepted for Londonderry).
- To *Dublin*.—McImore Head, Head Line, Sept. 8 (cargo accepted for Cork).
- To *Antwerp*.—Beaverdale, Sept. 9 and Oct. 14; Beaverbrae, Sept. 16; Beaverhill, Sept. 23; Beaverford, Sept. 30; Beaverburn, Oct. 7—all Canadian Pacific; Hada County, Sept. 13; Brant County, Sept. 27—both County Line (also call at Havre).
- To *Rotterdam*.—Grey County, Sept. 9; Kings County, Sept. 21—both County Line.
- To *Hamburg*.—Montrose, Canadian Pacific, Sept. 26; Hagen, Sept. 21; Remscheid, Oct. 20—both Hamburg American-North German Lloyd Line (also call at Bremen).
- To *South France and Italian Ports*.—Valrossa, Sept. 7; Valfiorita, Sept. 24; Giorgio Ohlsen, Oct. 5—all Lloyd Mediterraneo Italian Service.
- To *Norwegian Ports*.—Toensbergfjord, North American Line, first half September.
- To *Scandinavian and Baltic Ports*.—Ragnhildsholm, Swedish-American-Mexico Line, Sept. 6; Frode, Scandinavian-American Line, Sept. 18.
- To *St. John's, Nfld., and St. Pierre-Miquelon*.—Silvia, Furness-Red Cross Line, Sept. 10 and 21; Belle Isle, Newfoundland-Canada SS., Sept. 15 and 29.
- To *Cornerbrook, Nfld.*—New Northland, Sept. 7 and 21 and Oct. 5 and 19; North Voyager, Sept. 12 and 25 and Oct. 10—both Clarke SS. Co.
- To *Hamilton (Bermuda), Puerto Rico, St. Kitts, Antigua, St. Lucia, Guadeloupe, Martinique, Barbados, St. Vincent, Grenada, Trinidad and Demerara*.—Colborne, Sept. 9 and Oct. 21; Cornwallis, Sept. 23; Chomedey, Oct. 7—all Canadian National.
- To *Hamilton (Bermuda), Nassau (Bahamas), Kingston (Jamaica), and Belize (British Honduras)*.—Lady Rodney, Sept. 8 and Oct. 6; Cavelier (does not call at Hamilton or Nassau), Sept. 16 and Oct. 14; Lady Somers, Sept. 22; Cathcart (calls at St. Georges, but not at Hamilton or Nassau), Sept. 30—all Canadian National.
- To *Bermuda, St. Kitts, Antigua, Guadeloupe, Dominica, Martinique, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo*.—A steamer, Sept. 10; Fernebo, Sept. 25; Marie Horn, Oct. 10—all Ocean Dominion SS. Corp.
- To *Montevideo and Buenos Aires*.—Nordpol, I.F.C. Lines, Sept. 10; a steamer, Canadian South American Line, Sept. 18.
- To *Colombia, Ecuador, Peru and Chile*.—A steamer, Canadian National, monthly.
- To *Auckland, Wellington, Lyttelton, Dunedin, Brisbane, Sydney and Melbourne*.—Canadian Constructor, Sept. 24; Canadian Highlander, Oct. 22—both Canadian National.
- To *West and South African Ports*.—Cochrane, Elder Dempster & Co., Ltd., Sept. 25.

### From Halifax

- To *Liverpool*.—Baltic, Sept. 5 and Oct. 3; Adriatic, Sept. 19—both White Star Line; Nova Scotia, Sept. 10; Newfoundland, Sept. 27—both Furness Line; Manchester Exporter, Manchester Line, Oct. 8.
- To *London*.—Japanese Prince, Sept. 12; London Corporation, Sept. 27; London Exchange, Oct. 11—all Furness Line; Minnewaska, Sept. 18; Minnetonka, Oct. 2—both Red Star Line (also call at Havre).
- To *Avonmouth, Cardiff and Swansea*.—Norwegian, White Star Line, Sept. 20.
- To *Antwerp*.—Pennland, Sept. 11 and Oct. 9; Minnewaska, Sept. 18 (also calls at Havre); Westernland, Sept. 25; Minnetonka, Oct. 2 (also calls at Havre)—all Red Star Line.
- To *Gothenburg*.—Kungsholm, Swedish-American Line, Sept. 17 and Oct. 15.
- To *St. John's, Nfld., and St. Pierre-Miquelon*.—Nerissa, Sept. 6; Rosalind, Sept. 20—both Furness-Red Cross Line; Nova Scotia, Sept. 10; Newfoundland, Sept. 27—both Furness Line (do not call at St. Pierre); Magnhild, Newfoundland-Canada SS., Sept. 13 and 27 (also calls at Carbonar and Port Union, Nfld.).
- To *Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara*.—Lady Nelson, Sept. 6 and Oct. 18; Lady Hawks, Sept. 20; Lady Drake, Oct. 4—all Canadian National.
- To *Santiago (Cuba) and Kingston (Jamaica)*.—Andalusia, Sept. 14 and Oct. 12 (calls at Montego Bay and other Jamaican outports); Calabria, Sept. 28—both Pickford & Black, Ltd.



*To Bermuda, St. Kitts, Antigua, Guadeloupe, St. Lucia, Dominica, Martinique, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo.*—A steamer, Sept. 15; Fernebo, Sept. 30; Marie Horn, Oct. 15—all Ocean Dominion SS. Corp.

*To Hamilton (Bermuda), Nassau (Bahamas), Kingston (Jamaica), and Belize (British Honduras).*—Cathcart (calls at St. Georges, Bermuda, but not at Hamilton or Nassau), Sept. 5 and Oct. 3; Cavalier (does not call at Hamilton or Nassau), Sept. 19 and Oct. 17—both Canadian National.

*To Hamilton (Bermuda), Puerto Rico, St. Kitts, Antigua, St. Lucia, Guadeloupe, Martinique, Barbados, St. Vincent, Grenada, Trinidad and Demerara.*—Colborne, Sept. 13; Cornwallis, Sept. 27; Chomecy, Oct. 14—all Canadian National.

### From Saint John

*To Alexandria, Port Said, Suez, Aden, Karachi, Bombay, Colombo, Madras, Rangoon and Calcutta.*—City of Oran, American and Indian SS., Sept. 25 (cargo accepted for other Eastern ports, also for British East African ports).

*To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.*—Lady Hawkins, Sept. 12; Lady Drake, Sept. 26; Lady Nelson, Oct. 10—all Canadian National.

*To Kingston and Jamaican Outports.*—Harboe Jensen, Sept. 10 and 24; San Blas, Sept. 15; I. K. Ward, Sept. 17; San Bruno, Sept. 29—all United Fruit Line.

### From Quebec

*To Southampton.*—Empress of Australia, Sept. 14; Empress of Britain, Sept. 17 and Oct. 1 and 15—both Canadian Pacific.

### From New Westminster

*To Shanghai.*—A steamer, Sept. 15.

*To Honolulu.*—Missoula, Empire Shipping Co., Sept. 10.

*To London and Liverpool.*—Empire Star, Sept. 6; Fresno Star, Sept. 24—both American Mail Line (also call at Glasgow and Rotterdam); Victoria City (also calls at Cardiff), Sept. 10; Prince Rupert City (also calls at Manchester), Sept. 25—both T. A. Lee & Holway; Moveria, Sept. 25; Gregalia, Oct. 9—both Balfour Guthrie & Co. (also call at Glasgow).

*To London, Hamburg, Copenhagen and Gothenburg.*—Royal Star, American Mail Line, Oct. 1.

### From Vancouver

*To Yokohama, Kobe, Shanghai and Hongkong.*—Hikawa Maru, Sept. 8; Hiye Maru, Oct. 6—both Nippon Yusen Kaisha; Protesilaus, Sept. 17; Ixion, Oct. 8—both Blue Funnel Line (also call at Miiki).

*To Yokohama, Kobe, Shanghai, Hongkong and Manila.*—Empress of Russia (calls Nagasaki), Sept. 10; Empress of Japan (calls Honolulu), Sept. 24; Empress of Asia (calls Nagasaki), Oct. 8—all Canadian Pacific.

*To Honolulu, Suva, Auckland and Sydney.*—Aorangi, Sept. 14; Niagara, Oct. 12—both Canadian-Australasian Line.

*To Sowabaya, Samarang, Batavia, Singapore, Belawan Deli, Penang, Rangoon and Calcutta.*—Bengalen, Sept. 16; Silverhazel, Oct. 16—both Silver-Java-Pacific Line (also call at Manila and Iloilo).

*To Auckland, Wellington, Melbourne and Sydney.*—Golden Cloud, Oceanic and Oriental Navigation Co., Sept. 17.

*To Brisbane, Sydney, Newcastle, Melbourne and Adelaide.*—Roxen, Sept. 8; Sydic, Oct. 8—both Transatlantic SS. Co., Ltd.; Tolken, Empire Shipping Co., Sept. 20.

*To Liverpool, London, Southampton and Rotterdam.*—Loch Monar, Sept. 12; Delftdyk, Sept. 25; Drechttdyk, Oct. 8—all North Pacific Coast Line.

*To London, Hull, Bergen and Oslo.*—Knut Nelson, Sept. 10; Abraham Lincoln, Oct. 8—both Fred Olsen Line.

*To Marseilles, Genoa, Leghorn, Naples, Venice and Trieste.*—Feltre, Empire Shipping Co., Sept. 30.

*To Havre, Dunkirk, Antwerp and Rotterdam.*—Washington, Empire Shipping Co., Sept. 17 (cargo accepted for Bordeaux).

*To Scandinavian Ports.*—Annie Johnson, Sept. 20; Margaret Johnson, Oct. 6—both Johnson Line.

*To Port of Spain (Trinidad) and Bridgetown (Barbados).*—King James, Canadian Transport Co., Ltd., September.

*To Rio de Janeiro, Santos, Montevideo and Buenos Aires.*—Brandanger, Sept. 15; Brimanger, Oct. 4—both Westfal-Larsen Co. (cargo accepted for Pernambuco, Bahia, Rosario, Santa Fé and other ports).

**Note.**—Firms who desire information concerning ocean mail services may have their names placed on the mailing list of the Post Office Weekly Bulletin by applying to the Post Office Department.

# COMMERCIAL INTELLIGENCE SERVICE

423

## CANADIAN GOVERNMENT TRADE COMMISSIONERS

### Argentine Republic

ACTING TRADE COMMISSIONER, B. Mitre 430, Buenos Aires (1). (Territory includes Chile and Uruguay.) *Cable address, Canadian.*

### Australia

D. H. ROSS. Address for letters—Box 196C, G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable address, Canadian.*  
*Commercial Agent:* B. MILLIN, The Royal Exchange, Sydney, N.S.W.

### Belgium

HENRI TURCOT, 98 Boulevard Adolphe Max, Brussels. *Cable address, Canadian.*

### Brazil

A. S. BLEAKNEY. Address for letters—Caixa Postal 2164, Rio de Janeiro. Office—Ed. Da "A. Noite," Sala 802, Praca Maua. *Cable address, Canadian.*

### British West Indies

*Trinidad:* ACTING TRADE COMMISSIONER. Address for letters—P.O. Box 125, Port of Spain. Office—Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, and British Guiana.) *Cable address, Canadian.*

*Jamaica:* F. W. FRASER, P.O. Box 225. Office—Canadian Bank of Commerce Chambers, Kingston. (Territory covers Jamaica, Hayti, the Bahamas, and British Honduras.) *Cable address, Canadian.*

### China

L. M. COSGRAVE. Address for letters—P.O. Box 264, Shanghai. Office—Daily News Building, 17 The Bund, Shanghai. *Cable address, Canadian.*

PAUL SYKES. Address for letters—P.O. Box 160, Dairen, Manchuria. Office—Cornabe Building, 1 Higashi-Koen-Cho, Dairen, Manchuria. (Territory covers Manchuria.) *Cable address, Canadian.*

### Cuba

E. L. McCOLL. Address for letters—Apartado 1945, Havana. Office address—Royal Bank of Canada Building, Calle Aguiar 75, Havana. (Territory includes San Domingo and Puerto Rico.) *Cable address, Canadian.*

### Egypt

YVES LAMONTAGNE. Address for letters—P.O. Box 1770, Cairo. Office—22 Shari Kasr el Nil, Cairo. (Territory includes the Sudan, Palestine, Cyprus, Iraq, Syria, and Persia.) *Cable address, Canadian.*

### France

HERCULE BARRÉ, 3 rue Scribe, Paris (9). (Territory includes French Colonies in North Africa.) *Cable address, Cancomac.*

### Germany

ACTING TRADE COMMISSIONER, Mönckebergstrasse 31, Hamburg. (Territory covers Germany—except the Rhine Valley—Czechoslovakia, Austria, and Eastern European countries.) *Cable address, Canadian.*

### Greece

ACTING TRADE COMMISSIONER, 1 Corai Street, Athens. (Territory includes Turkey.) *Cable address, Canadian.*

### Hongkong

V. E. DUCLOS. Address for letters—P.O. Box 80, Hongkong. Office—Gloucester Building, Hongkong. (Territory includes South China, the Philippines, British North Borneo, and Indo-China.) *Cable address, Canadian.*

### India and Ceylon

R. T. YOUNG. Address for letters—P.O. Box 2003, Calcutta. Office—8 Esplanade Mansions, Government Place East, Calcutta. *Cable address, Canadian.*

### Irish Free State and Northern Ireland

J. H. ENGLISH, 66 Upper O'Connell Street, Dublin, Irish Free State (*cable address, Canadian*); and 44 And Street, Belfast, Northern Ireland (*cable address, Adanac*).



## CANADIAN GOVERNMENT TRADE COMMISSIONERS—*Con.*

### Italy

A. B. MUDDIMAN, Via Manzoni Nr. 5, Milan (102). (Territory includes Spain, Portugal, Gibraltar, Canary Islands, Malta, Italian Colonies in Africa, Albania, and Jugoslavia.) *Cable address, Canadian.*

### Japan

*Tokyo:* J. A. LANGLEY, Commercial Secretary; RICHARD GREW, Trade Commissioner. Address for letters—P.O. Box F101, Tokyo Central. Office—Imperial Life Assurance Building, Marunouchi, Tokyo. *Cable address, Canadian.*

*Kobe:* ACTING TRADE COMMISSIONER. Address for letters—P.O. Box 230, Kobe. Office—Chamber of Commerce Building, Kobe. *Cable address, Canadian.*

### Mexico

ACTING TRADE COMMISSIONER. Address for letters—Apartado Num. 126-bis, Mexico City. Office—Edificio Banco de Londres y Mexico, Num. 30, Mexico City. (Territory includes Central American Republics.) *Cable address, Cancoma.*

### Netherlands

J. C. MACGILLIVRAY, Beursplein 26B, Rotterdam. (Territory includes the Rhine Valley and Switzerland.) *Cable address, Canadian.*

### Netherlands East Indies

G. R. HEASMAN. Address for letters—P.O. Box 84, Batavia, Java. Office—Chartered Bank Building, Melacca St., Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, and Siam.) *Cable address, Canadian.*

### New Zealand

C. M. CROFT. Address for letters—P.O. Box 33, Auckland. Office—Yorkshire House, Shortland Street, Auckland. (Territory includes Fiji and Western Samoa.) *Cable address, Canadian.*

### Norway

F. H. PALMER, Jernbanetorget 4, Oslo. (Territory includes Scandinavian countries and Finland.) *Cable address, Canadian.*

### Panama

J. A. STRONG. Address for letters—P.O. Box 222, Panama City. Office—Royal Bank of Canada Building, Santa Ana Plaza, Panama City. (Territory includes Venezuela and Colombia.) *Cable address, Canadian.*

### Peru

C. S. BISSETT. Address for letters—Casilla 1212, Lima. Office—Calle Coca, 478, Lima. (Territory includes Bolivia and Ecuador.) *Cable address, Canadian.*

### South Africa

G. R. STEVENS. Address for letters—P.O. Box 683, Cape Town. Office—Cleghorn & Harris Building, Adderley Street, Cape Town. (Territory includes Southwest Africa, the Rhodesias, Nyasaland, Tanganyika Territory, and Kenya Colony.) *Cable address, Cantracom.*

### United Kingdom

*London:* HARRISON WATSON, Canada House, Trafalgar Square, S.W.1. (Territory covers Home Counties, Southeastern Counties, and East Anglia.) *Cable address, Sleighing, London.*

*London:* J. FORSYTH SMITH, Fruit Trade Commissioner, Walter House, Bedford Street, Strand, W.C.2. *Cable address, Canfrucum.* (Territory—for fresh fruit only—covers United Kingdom, Norway, Denmark, Sweden, France, Holland, Belgium, Germany, and Spain.)

*London:* W. A. WILSON, Animal Products Trade Commissioner, Canada House, Trafalgar Square, S.W.1. *Cable address, Agrilson.*

*Liverpool:* H. R. POUSSETTE, Century Bldgs., 31 North John Street. (Territory covers North of England, Lincolnshire, North Midlands, and North Wales.) *Cable address, Canadian.*

*Bristol:* DOUGLAS S. COLE, Sun Building, Clare Street. (Territory covers West of England, South Wales, and South Midlands.) *Cable address, Canadian.*

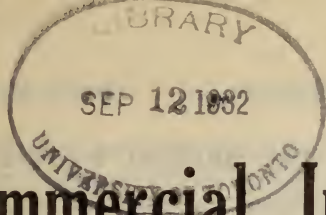
*Glasgow:* GORDON B. JOHNSON, 200 St. Vincent Street. *Cable address, Cantracom.*

### United States

*New York City:* FREDERIC HUDD, 25 Broadway. (Territory includes Bermuda.) *Cable address, Cantracom.*

**Note.**—Bentley's Second Phrase Code is used by Canadian Trade Commissioners

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425

# Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

Minister: Hon. H. H. Stevens, M.P.

Deputy Minister: James G. Parmelee

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Ottawa, September 10, 1932

No. 1493

## TABLE OF CONTENTS

	Page		Page
Agreements Concluded at the Imperial Economic Conference, 1932 . . . . .	425	Conditions in Newfoundland—	
Mr. Croft's Itinerary in Canada . . . . .	425	I. Foreign Trade . . . . .	445
Mr. Bull's Tour of the British West Indies . . . . .	426	Use of Cable Codes in Messages to Argentina . . . . .	450
Economic and Financial Conditions in New Zealand . . . . .	426	Roumanian Wheat Crop . . . . .	450
Railway Ties in New Zealand . . . . .	430	Manchurian Market for Foreign Wheat . . . . .	450
Trade of South Africa in 1931—		Industry and Trade of Port of Kobe . . . . .	453
IV. Imports from Canada . . . . .	431	British Merchandise Marks Act . . . . .	454
Market for Boots and Shoes in Jamaica . . . . .	437	Protection of Trade Marks in British India . . . . .	454
United Kingdom Market for Electrical Domestic Appliances . . . . .	441	Tariff Changes, etc. . . . .	455
National Radio Exhibition, London . . . . .	443	Australian Tenders . . . . .	458
Commercial Notes from New South Wales . . . . .	444	Trade Inquiries . . . . .	459
		Foreign Exchange Quotations . . . . .	460
		Proposed Sailings . . . . .	460
		Commercial Intelligence Service . . . . .	463

## “AGREEMENTS CONCLUDED AT THE IMPERIAL ECONOMIC CONFERENCE, 1932”

A copy of the above publication, which contains the text in part of the agreements concluded at the Imperial Economic Conference of 1932, may be obtained by any Canadian firm interested in the development of Empire markets on application to the Department of Trade and Commerce, Ottawa.

### MR. CROFT'S ITINERARY IN CANADA

Mr. C. M. Croft, Canadian Trade Commissioner in Auckland, is at present on tour in the interests of Canadian trade with New Zealand. His itinerary is as follows:—

Amherst . . . . .	Sept. 13	Montreal . . . . .	Oct. 15 to 20
Halifax . . . . .	Oct. 10 to 12	Toronto . . . . .	Oct. 21 to 25
St. John . . . . .	Oct. 13 and 14		

Canadian firms desirous of being brought into touch with Mr. Croft are requested to communicate, for Toronto, with the office of the Canadian Manufacturers' Association, and for the other cities with the Boards of Trade in the respective centres.



## MR. BULL'S FORTHCOMING TOUR OF THE BRITISH WEST INDIES

Mr. Wm. Frederic Bull, Acting Canadian Trade Commissioner at Port of Spain, Trinidad, intends to visit Grenada, St. Vincent, Barbados, St. Lucia, Dominica, and Montserrat during the month of October in the interest of Canadian trade with these islands. Canadian firms interested in these markets are invited to communicate immediately with Mr. Bull. His address is P.O. Box 125, Port of Spain, Trinidad.

## ECONOMIC AND FINANCIAL CONDITIONS IN NEW ZEALAND

H. L. E. PRIESTMAN, ACTING TRADE COMMISSIONER

Auckland, August 8, 1932.—In an endeavour to arrive at an equitable plan for economy and for distribution of the loss of national income arising from the fall in prices, two commissions have presented their reports to the New Zealand Government. The full report of the Economic Committee has been published, but the National Expenditure Commission has issued its preliminary report only, and the final one is unlikely to be released until it has been presented to the New Zealand Parliament, which is not expected to meet until September. The necessity for a speedy attempt at adjustment of some of the results of the depression has been emphasized in these reports, and legislation has been brought down to implement some of the recommendations of the commissions.

Steps have been taken to relieve the burden of such fixed charges as rent and mortgage interest by percentage reductions under legislative authority, and amendments to the law have been made bringing into effect reductions in various allowances and pensions which are part of the social services of the country.

### RENT AND INTEREST REDUCTIONS

The reductions in rent and interest payable by mortgagors are mainly covered by the National Expenditure Adjustment Act, 1932, and provide for a 20 per cent reduction in the rate of rent or interest payable, or which hypothetically would have been payable if the contract were in existence, on January 1, 1930, and take effect from April 1, 1932, for a period of three years. They do not affect contracts or agreements entered into subsequent to April 1, 1932, and the exemptions and special provisions are too numerous to deal with in small compass.

### STAMP DUTIES OR DEBENTURE INTEREST

A further provision of the Act is that a stamp duty of 10 per cent is levied upon receipts of interest on Government and local body securities, payable within New Zealand, on and after May 14, 1932. This duty remains in force until March 31, 1935, but similarly to the rent reduction is not applicable to new covenants. The deduction is not applicable to interest on securities held by the Treasury, and certain superannuation funds or investments belonging to Post Office account, and some other exemptions are made, such as securities held by persons with total annual income not exceeding £100 in all. Such part of the stamp duty as is collected upon local body securities (i.e. those of municipalities, boroughs, harbour boards, etc.) is repaid by the Government to the respective local bodies, less a collection charge of 5 per cent of the total collected.

### INTEREST RATES ON DEPOSITS

Rates of interest upon deposits payable by trustee savings banks, building and investment societies, etc., have also been reduced proportionately by legis-

lative action, and Government returns are called for of all deposits carried by trading companies not ordinarily engaged in the business of acceptance of moneys on deposit. Commercial banks have voluntarily taken similar steps as regards reducing interest on loans and on deposits.

#### SALARY REDUCTIONS

A further reduction has been made in official salaries: Ministers of the Crown, 15 per cent; members of Parliament, 10 per cent; and civil servants, 12½ per cent on salaries of £720 and upwards, 10 per cent from £225 to £720, and 5 per cent on salaries not exceeding £225 per annum.

#### PENSIONS REDUCTIONS

The pensions which have been reduced are: old age pensions, 10 per cent; widows' pensions, miners' pensions, and South African War pensions.

Pensioners receiving war and certain other additional pensions are restricted to the receipt of one pension only.

Similarly reductions are made in economic pensions and in family allowances, which are respectively granted to disabled soldiers and for the maintenance of children by parents of limited income.

#### RELIEF TO MORTGAGORS

Under the provisions of the Mortgagors and Tenants Relief Act, 1932, further provision is made for delay in the exercise of powers of sale by mortgagors, moratorium relief to mortgagors, and power to the court to grant exemptions to mortgagors from suit under personal covenant, as well as provisions for the relief of lessees in certain cases.

The effects of the National Expenditure Adjustment Act and the Mortgagors and Tenants Relief Act are difficult to gauge, but the decrease in fixed charges is expected to assist in some degree the rehabilitation of those distressed by loss of income, and in the general reduction of production costs.

The reduction in spending power is somewhat marked, and stores are finding turnover considerably affected. In addition, private mortgage money is very difficult to obtain at the moment, as lenders fear the effect of such statutory relief as exists for mortgagors, and are inclined to retain funds on fixed deposit with the commercial banks rather than seek mortgage investments.

#### UNEMPLOYMENT TAXATION

There is also an emergency unemployment charge of 5 per cent on all salaries, incomes and wages, the proceeds of which are utilized for the partial employment of the large number of men now out of work. This tax has been in effect since August 1, 1931, at a rate of 1¼ per cent, being raised to the present figure on May 1, 1932, so that the Consolidated Fund might be relieved of the subsidy of pound for pound which was formerly in effect.

The number of unemployed men registered in New Zealand on July 25, 1932, was 55,203, of whom 43,631 were in partial employment under the Unemployment Board's schemes. In order to employ men on reproductive work such as bringing suitable lands into production for farming, drainage of swamps and road development in country districts, camps at various points have been established to which unemployed men from urban centres have been sent.

#### GOVERNMENT FINANCES

A summary of the revenue and expenditure for eleven months of the financial year was presented by the Honourable W. Downie Stewart, Minister of



Finance, and it was estimated that the final figures for the twelve months would show a deficit of about £2,500,000. A subsequent report based on later figures estimates the deficiency at about £2,140,000. Reserves, though not in a liquid form, exist in £10,850,000 invested in discharged soldiers' settlement mortgages, and by hypothecation of these securities to certain of the commercial banks, security has been provided for borrowing in New Zealand sufficient to meet current needs.

While a serious position has been brought about by drastic shrinkage in revenue from taxation and in the unexpected expenditure of £370,000 for exchange on remittances to London necessitated by the financial stringency there following the departure from the gold standard, taxpayers have borne with equanimity the heavy extra burdens laid on them.

The outlook for the financial year 1932-33 forecasts a further shrinkage in revenue in all branches, and an increase in necessary expenditure on debt charges, exchange, pensions, and subsidies, if at the present rate and if present conditions continue, making the prospective expenditure £26,120,000 and the prospective revenue £17,820,000, thus envisaging a deficit of £8,300,000.

Through the adoption of remedial measures, consisting of savings by reduction in salaries, wages, pensions, and subsidies, and continuation of the Hoover moratorium (if extended), savings of £4,100,000 are aimed at. Further taxation to yield £2,200,000 is also outlined, and these measures of savings and taxation would reduce the prospective deficit for 1932-33 to what might be termed a manageable amount of £2,000,000.

A long-term loan of £5,000,000 was underwritten in London, bearing interest at 5 per cent, and issued at 98½, maturing in November, 1971, but redeemable in whole or in part on or after November 1, 1956, on giving three months' notice. This marks the re-entry of New Zealand as a borrower to the London market for the first time since the United Kingdom left the gold standard. The cost of the money is slightly over 5¼ per cent, and having regard to present economic conditions, the underwriting of such a loan is considered satisfactory.

With these funds and the sale of certain securities held in London for reserve purposes, the exchange problem of the Government has been considerably simplified for the present.

#### ADDITIONAL ECONOMIES

A general reduction of grants from the Government to schools, colleges, and universities has been made, and the minimum age at which children may attend State schools has been raised to six years from five years. Subsidies to various municipal and local boards and councils have been greatly reduced, and the projected expenditure upon public works projects has been likewise reduced by the postponement of the completion of certain works, the abandonment of others, and retrenchment in the number of employees of that department.

#### OVERSEAS TRADE

For the first six months of the year 1932 total exports from New Zealand have amounted to £22,178,521 and imports totalled £11,165,823, showing a nominal excess of exports of £11,012,698. As the values for exports are the declared values in terms of New Zealand currency, and imports are expressed in sterling, valued on the basis of prices in the exporting country plus 10 per cent to cover freight, etc., some adjustment must be made to compare the results with the similar period of 1931; and when this is done, the favourable balance of trade of approximately £10,200,000 is 29·8 per cent above that recorded for the first six months of 1931 (£7,900,000).

## WOOL PRICES

An improvement in London prices has occurred for wool, and good clearances are being effected. This is of paramount importance to the industry as the stocks of wool in New Zealand as at June 30, 1932 (converted to a greasy basis for comparative purposes), are equivalent to 116,000,000 pounds, compared with 95,500,000 in 1931, 81,500,000 in 1930, and 27,500,000 in 1929. These figures give some indication of the extent to which wool has been held back in the last three seasons on account of the low prices ruling.

## DAIRY PRODUCE

Production of butter fat continues on a high level, and is substantially above that recorded in the previous record season. Prices for butter and cheese show some improvement in the London market over the low levels of recent months, and this is a heartening feature of the situation to dairy farmers.

The export prices of pastoral and dairy produce in June, 1932, averaged 17.3 per cent below those ruling during 1909-13, and 24.5 per cent below the 1914 export prices.

The trade in frozen lamb and mutton has been well maintained—in fact at such a level as to tend to flood the United Kingdom market, and has resulted in considerably depressed values. The general outlook is, however, considered somewhat brighter.

## SPENDING POWER

As an indication of the falling off in spending power, the returns of "dormant" motor car registrations affords the information that at February 29, 1932, there were 17,356 registrations dormant as against 14,468 a year earlier. The total number of registrations during the two years were respectively 149,034 and 152,170.

## CANADA-NEW ZEALAND TRADE AGREEMENT

The completion of the trade agreement between Canada and New Zealand has resulted in a quickening of trade between the two countries, and immediately after May 24, when the agreement came into force, New Zealand firms were busily clearing from bond shipments which had been held there in anticipation of more favourable tariff rates being accorded. Subsequent to this action there has been a lull while shipments from Canada, ordered after the completion of the agreement, have been in transit. The first of such shipments from Montreal is due in Auckland on August 8, and the carrying vessel, *Canadian Conqueror*, is reported to be heavily laden with Canadian merchandise for New Zealand ports. Vessels departing from Montreal in July and August are also reported to bear good cargoes, so that there is difficulty in obtaining space for August shipments.

The more optimistic feeling among merchants and agents handling Canadian goods appears to be warranted by slight indications of improvement in other quarters, and a belief that the bottom of the depression, if not already reached, is not far distant.

## IMPERIAL ECONOMIC CONFERENCE

Intense interest is exhibited throughout the country in the progress of the Imperial Economic Conference, now in session in Ottawa, and earnest hopes are expressed for its favourable outcome.



It is anticipated that the results of the Conference will give an impetus to general business in New Zealand, and afford outlets for pastoral and agricultural production which are obstructed by the uncertainty of continuity of markets. In general, the stage is set for more active conditions, and an emergence from the severe depression that rapidly falling prices and unemployment have brought into existence.

## RAILWAY TIES IN NEW ZEALAND

H. L. E. PRIESTMAN, ACTING TRADE COMMISSIONER

Auckland, August 4, 1932.—The chief consumers of railway ties in New Zealand are the New Zealand Government Railways, who own and operate 3,322 miles of track, and the street railways which are operated as municipal undertakings. The requirements of the Government railways may be considered standard for ties, and Australian hardwoods such as jarrah and ironbark, as well as certain species of New Zealand timbers, are chiefly in use. The majority of the ties, or sleepers as they are termed in New Zealand, are imported from Australia because of the small quantities of suitable domestic timbers offering.

In 1931, 127,945 sleepers valued at £35,080 were imported into New Zealand, as against 547,288 valued at £188,489 in 1930 and 164,020 valued at £56,038 in 1929, all of which, with the exception of 50 valued at £16 obtained from the United States in 1929, were of Australian origin. These sleepers enter New Zealand free of duty under the Australia-New Zealand reciprocal tariff, but are dutiable at 9s. 6d. per 100 superficial feet, plus surtax of one-twentieth, under the Canada-New Zealand Trade Agreement, and at 11s. 6d. plus one-twentieth under the general tariff.

Prices at the present time are lower than for many years past. Sleepers of Australian jarrah are quoted at 4s. 5d. (at present rates of exchange on London of say \$4 to the pound sterling and approximately 10 per cent discount on New Zealand funds—80 cents) each, c. & f. New Zealand timber sleepers made of totara and silver pine are quoted at 4s. 6d. (81 cents) each and puriri and maire sleepers at 5s. 3d. (95 cents) each.

All sleepers exported from Australia to New Zealand are first inspected and approved by officials of the State Forest Commissions of the various Australian states. Native New Zealand timber sleepers are inspected and approved by inspectors of the New Zealand Railway Department.

The life of a sleeper depends largely upon the number of trains and the axle loading which it has to carry, and it is interesting to note that the average life is not generally curtailed by decay, but because the sleepers are deeply cut into by the rail, or become "hole killed" by the driving and re-driving of spikes to hold the track to gauge. On a busy line in New Zealand the average life of sleepers is as follows: ironbark (used chiefly on bridges), 35 to 40 years; jarrah, 30 to 35 years; puriri, 30 to 35 years; maire, about 25 years; totara, 25 to 30 years; and silver pine, 25 to 30 years.

Because of the facility with which Australian timbers approved suitable for New Zealand ties can be obtained, it is questionable whether, without very strenuous efforts, Canadian timbers could be introduced. General specifications for hardwood sleepers used in New Zealand are on file at the Department of Trade and Commerce, Ottawa, and may be inspected by interested Canadian firms (quoting file No. 16167).





The relative importance of the first four commodities remains unchanged as compared with 1930, although with the exception of a small increase in motor vehicles, chassis, parts and accessories, the totals, in absolute terms, are smaller. Imports of cyanide have replaced those of agricultural implements in order of importance, while heating and cooking appliances, which ranked ninth in the year 1930, have advanced into sixth place. Timbers, which were sixth in 1930, have fallen back to eighth place, and wrapping paper from eighth to ninth. Flour and preserved fish have changed places in their order of importance, but in the case of the latter, although a decrease of £7,595 was registered for 1931, the percentage of the total trade in the twelve items, for which this commodity was responsible, is the same as in the previous year. Imports of flour, on the other hand, accounted for only 1·2 per cent of the total as compared with 3 in 1930. Rubber-soled canvas shoes are still at the bottom of the list, but imports of these dropped from £31,768 to £13,503, and the share of the trade for which they were responsible, from 1·8 per cent in 1930 to 0·9 per cent.

In addition to the commodities above mentioned, there were, in 1931, nine others which merit special attention. These accounted for a total of £150,434, of 8·2 per cent of total imports into South Africa from Canada for the year, and were as follows (1930 figures in parentheses):—

Wrought iron and steel pipe . . . . .	£43,932	(£27,243)
Binder twine . . . . .	19,313	( 18,205)
Silk hosiery . . . . .	18,854	( 6,067)
Pig lead . . . . .	13,838	( 6,753)
Shovels . . . . .	12,709	(16,727)
Fresh apples . . . . .	11,323	(17,501)
Conveyor belting . . . . .	10,428	( 3,275)
Porcelain insulators . . . . .	10,194	( 384)
Chocolate confectionery . . . . .	9,843	(11,498)

The remaining 8·8 per cent of Canada's share is spread over a wide range of articles, in none of which, however, the values concerned are sufficiently large to warrant individual mention.

Taking into consideration the fact that all the principal suppliers of the Union's requirements during 1931, with the single exception of Japan, registered decreases as compared with 1930, and that in all except two instances (Germany and Belgium) the percentage decreases were greater than in the case of Canada, the Dominion's showing for the year is by no means discouraging. Out of a total decrease of £242,721, reduced imports of five items are responsible for no less than £208,585, as follows: timber (£51,493), flour (£33,760), printing paper (£34,227), wrapping paper (£21,771), and agricultural implements (£67,334).

In the case of flour a decrease was to be expected, regardless of general economic conditions throughout the year, and exchange fluctuations during the last quarter of it, as a result of the South African Flour and Meal Importation Restriction Act. In timbers all suppliers shared in the general reduction of imports, due to the slackening of building activity. This is also true as far as imports of agricultural implements are concerned. All the principal suppliers felt the effect of the reduced purchasing power of the South African farming community consequent upon the drop in world prices of primary products, some to a much greater extent than in the case of Canada. Only in the case of newsprint in reels and kraft paper can it be said that Canada lost business to competitors, and even in these two products imports from all sources were considerably smaller than in 1930.

Dealing with increases, it is interesting to note that imports from Canada of cyanide and electrical heating and cooking appliances made substantial advances, and that in the motor vehicles category smaller imports of motor cars complete from Canada were more than compensated for by large shipments of motor car chassis, parts and accessories.

## FOODSTUFFS

Imports of articles under this commodity heading fell from £570,085 to £495,536—a decrease of £74,536—the items largely responsible being wheat in the grain and wheat flour. Reference has already been made to the effect of the South African Flour and Meal Importation Restriction Act in the terms which flour may be imported into the Union only under Government permit. Total imports of flour from all sources were down by £164,787, and in this decline Canada participated to the extent of £33,760, while shipments from Australia fell concurrently from £135,865 to £14,485. Australian wheat, however, was imported to the value of £120,653 as compared with £61,823 in 1930, while imports of the Canadian grain declined from £414,107 to £389,318.

Preserved fish is the third most important of Canada's exports of foodstuffs to this territory. Imports for the year from all sources were valued at £289,943 as against £328,553 in 1930, and the Canadian share (consisting almost entirely of tinned salmon and sardines) fell from £46,695 to £39,100.

The trade in fresh apples was somewhat disappointing, Canada accounting for only £11,323 compared with £17,501 in 1930. This, however, was the lion's share, as total imports for the year were valued at £15,341.

A surprising feature of the Canadian trade in foodstuffs for the year is the manner in which imports of packaged rolled oats were maintained—£8,334 as against £7,113 in 1930—and this in the face of competition from the domestic milling industry, which, apart from customs tariffs, has the protection of high rail rates as far as inland markets are concerned.

Chocolate confectionery dropped from £11,498 in 1930 to £9,843, chiefly due to increased import duties, competition from the South African confectionery industry, and to the fact that this is a luxury trade, which suffers accordingly when times are bad. Manufactured sweets from Canada accounted for £5,683 as compared with £7,514 in 1930.

The only other items of foodstuffs in which Canada figured as a prominent supplier were beans and peas, preserved in tins, £2,201; and other preserved vegetables (mainly sweet corn), £2,505.

In the animals, agricultural and pastoral products class, sausage casings were responsible for £5,313 out of the total Canadian share of £5,918.

## BEVERAGES AND TOBACCOS

These commodity classes are of little or no interest to Canada. With the exception of rye whisky, to the value of £48 (£420 in 1930), the Dominion does not appear as a supplier under these headings.

## TEXTILE PRODUCTS

Imports of textile products into South Africa from Canada in 1931 were valued at £58,139 compared with £49,415 in 1930 and £49,005 in 1929, the most important articles being binder twine, £19,313; hosiery, £18,584; knitted underclothing, £7,698; women's outer garments, £2,744; woven underwear, £2,375; felt hats, £2,169; and men's outer garments, £1,468. With the exception of knitted underclothing and felt hats, all these figures represent substantial increases over those of the previous year. The most outstanding increase occurred in the case of silk and artificial silk hosiery, which advanced from £6,067 in 1930 to £18,584. For the first time on record, an attempt was made during the year under review to keep track of imports of hosiery via parcels post. The 1930 total represents shipments by freight only. It is believed, however, that the 1931 returns do not yet reflect the actual volume of business in this merchandise, as Canadian hosiery enjoys a preference of 5 per cent in this



territory, and Canadian mills command a very large share of the total business. Furthermore, due to exchange conditions, a well-known American firm have found it to their advantage to ship hosiery from their Canadian factory.

Prospects for continued increases in trade in textile products of Canadian origin are most favourable, if the steady demand for Canadian lingerie and hosiery agencies is any criterion, and notwithstanding depressed conditions the returns for 1932 are likely to show that imports from Canada have been well maintained.

In point of value, binder twine is so far the most important of the textile items as far as Canada is concerned. Imports from all sources were valued at £31,496, and of this Canada accounted for £19,313, while the United States, with whom Canada shared the business in 1930, is credited with £53.

#### METAL MANUFACTURES, MACHINERY AND VEHICLES

Out of total imports of such goods from Canada during 1931, valued at £591,852 (£630,099 in 1930), motor vehicles, parts and accessories, and agricultural implements were responsible for £342,140 and £63,771 respectively. Imports of the former may be detailed as follows, with comparative figures for 1930 in parentheses: motor cars, £152,043 (£253,607); motor car chassis, £95,898 (nil); motor car parts and accessories, £55,655 (£35,161); motor truck chassis, £38,382 (£46,563); motor truck parts, £162 (£452); and motor cycles parts, £341 (nil).

Reduced imports of agricultural machinery and implements accounted for a loss to Canada of £67,334. The principal decreases occurred in the case of ploughs, harrows and parts, £20,201 as compared with £51,777 in 1930; and miscellaneous agricultural implements and machinery, £12,830 as against £46,191.

During 1931 Canada made further progress in the trade in electrical heating and cooking apparatus, shipping to the Union stoves, heaters, toasters, irons and other appliances to the value of £78,579 or £17,303 more than in the previous year. Imports for the year from all sources were £220,240, Canada's nearest competitor being the United Kingdom with £60,588 as against £45,211 in 1930.

Wrought iron and steel pipe, shovels, and pig lead are the only other items in this commodity class in which the Canadian share reached five figures. The 1931 returns for these three were respectively £43,932, £12,079, and £13,838.

Canada is listed as a supplier under no less than eighty-two headings in the metal manufactures and vehicles class, but apart from the specific items mentioned above, the amounts concerned are comparatively negligible except in the case of hauling chains, £4,726; sweeping and spraying machinery, £6,680; and mechanics' tools, £1,914.

#### MINERALS, EARTHENWARE, AND GLASSWARE

Porcelain insulators to the value of £10,194 represent the bulk of Canadian participation under this classification. Her total share was valued at £10,965 (as against £1,344 in 1930); the only other items worth mentioning were gypsum (£580) and miscellaneous glassware (£68).

#### OILS, PAINTS, AND VARNISHES

Canada's small share of the trade in oils, waxes, resins, paints, and varnishes rose from £2,710 in 1930 to £3,142. The only items of importance were ready-mixed paints, £1,483; other paints, £917; and varnish, £279. In paints and varnishes the United Kingdom obtains nearly all the business, and as the principal items in this class are fuel oils, lubricants, gasoline and illuminating oils, none of which Canada is in a position to export, the Dominion's share of this class of trade is never likely to assume large proportions.

## DRUGS, CHEMICALS, AND FERTILIZERS

Sodium cyanide valued at £96,199 accounted for the bulk of Canada's total trade (£99,402) in this section during 1931. She supplied £84,864 worth of this chemical in 1930, and the increase during the year under review was made largely at the expense of the United Kingdom, whose share fell from £141,750 to £125,535. Apart from this item, imports from Canada were negligible, the balance of £3,203 being made up of small shipments of acetic acid, calcium carbide, potassium compounds, druggists' sundries, and perfumery and toilet preparations.

## LEATHER AND RUBBER PRODUCTS

Total imports from Canada under this heading in 1931 amounted in value to £218,575 as compared with £270,939 in the previous year, the shortfall being due principally to reduced values of imports of rubber tires and tubes. Imports of Canadian motor tires, which amounted to 3,017,751 pounds valued at £191,035 in 1930, were in 1931, 3,263,278 pounds valued at £167,836. A corresponding decrease occurred in imports of motor car tubes—£18,842 as against £22,886 in 1930—though here again the quantity imported was greater than in 1930. Canada shared this business almost equally with the United Kingdom, while the United States' contribution dropped from £109,191 to £55,216 in the case of tires, and from £10,931 to £6,839 in the case of tubes.

Canadian exporters of rubber-soled canvas shoes suffered severe losses during the year, obtaining only £13,503 worth of the business as against £31,812 in 1930, while imports of Japanese footwear rose from £92,585 to £217,558. In other rubber footwear (including goloshes) Canada lost ground in common with all suppliers, accounting for only £3,089 as against £11,224 in 1930.

At one time Canada appeared to be gaining a foothold in the trade in leathers in the piece in competition with the United Kingdom, Germany, and other continental suppliers. Canadian patent leather to the value of £2,076 was imported in 1929, and to the value of £497 in 1930, but the return for 1931 of £20 does not seem encouraging. Nevertheless, recent inquiries for this article may be reflected in improved figures when the 1932 statistics are published.

The import trade in leather boots and shoes constitutes one of the most important sections in the leather and rubber products group, but Canada does not participate in it. The bulk of the business goes to the United Kingdom, although Czechoslovakia is a strong competitor for the trade in women's leather footwear.

Conveyor belting is classified in the South African trade returns under the miscellaneous heading, but it seems convenient to group it with leather and rubber products for the purpose of this report. Imports of this article from Canada showed a substantial increase in 1931—£10,428 as compared with £3,275 in 1930.

## WOOD AND WOOD PRODUCTS

Wood and wood products valued at £76,206 were imported from Canada in 1931 as against £130,059 in the previous year. The outstanding decrease occurred in the case of pine, other than pitch pine (this includes Douglas fir), which Canada supplied to the value of £46,241 as compared with £96,545 in 1930. The other principal items imported from Canada were as follows: pulp-boards for building, £7,026 (as against £4,995 in 1930); miscellaneous unmanufactured timbers, £6,329 (£6,589 in 1930); flooring and ceiling, £2,706; brushes



and brooms, £2,928; chairs, £2,704; other wooden furniture, £2,865; and handles for tools, £1,163.

The Baltic countries are Canada's strongest competitors for the business in timber and timber products, and to them goes the large part of the trade in unmanufactured pine, flooring and ceiling, and boxes and box shooks. The Swedish hold upon the box shook market of South Africa is very strong indeed, but if results are at all commensurate with the strenuous efforts which Canadian mills have been making during recent months, Canada should soon obtain a substantial share of this valuable business.

Little progress can be anticipated as far as furniture is concerned. The South African industry develops each year, and against high customs tariffs and the heavy freight rates which bulky articles of this nature must carry, overseas manufacturers have little or no hope of competing.

#### PAPER AND PAPER PRODUCTS

Of the total importation of these products from Canada in 1931, valued at £236,707, newsprint in reels accounted for £127,520; flat newsprint for £45,786; and kraft paper for £34,242. The figure for newsprint in reels represents a decrease of £58,182 under the 1930 total. It is true that the total imports from all sources dropped by some £50,000; but, on the other hand, imports from the United Kingdom advanced during the period from £860 to £18,691. To some extent, however, what Canada lost in the trade in reels was made up in shipments of flat newsprint, which were greater by £25,701 than in the previous year.

In kraft papers, Canada lost ground to Sweden. Imports of the Canadian product were less by £20,007, while imports of Swedish paper rose from £18,551 to £26,078.

There are only two other paper items in which Canada appears as a large supplier—namely, cardboard, linenboard and strawboard, and wrapping paper other than kraft. In the first-mentioned, for which there is a steady demand from the Union's paper box-making industries, Canadian mills participated to the extent of £8,758 compared with £9,980 in 1930; and in the second, to the extent of £8,439 or nearly £2,000 less than in 1930.

#### JEWELLERY, FANCY GOODS, AND MUSICAL INSTRUMENTS

Included in the articles classified under this heading as imports from Canada were tobacconists' wares, £662; toys, £351; and sporting goods, £213. The Canadian total in this class was £1,614 as against £2,304 in 1930. In that year organs and harmoniums to the value of £516 were imported from the Dominion, but for the year under review only seven, valued at £84, were shipped. The trade appears to be a dying one, and the prospects for pianos, which at one time were imported in fair quantities, are not much better. Four years ago imports of pianos totalled £112,341. For 1931 they stood at £21,058.

These are, of course, luxury articles, and reduced sales are undoubtedly due in large part to present conditions. Nevertheless the bulk of the imports in musical instruments have been replaced by radio apparatus and gramophones and records. These last are the most important single item in the class, but Canadian manufacturers are not competitive with the well-known British and American companies, who between them were responsible for £183,694 out of the total importation for the year of £199,332.

## MARKET FOR BOOTS AND SHOES IN JAMAICA

F. W. FRASER, CANADIAN TRADE COMMISSIONER

Kingston, Jamaica, August 23, 1932.—There is a considerable demand in Jamaica for boots and shoes, and in normal circumstances this would be subject to a steady though moderate increase due to the growth of the island's population and also to the continuous improvement of living standards among the masses of the people. However, the economic fortunes of a predominantly agricultural community like Jamaica are necessarily subject to fluctuation, which corresponds to the fluctuation in the world's markets for the agricultural commodities exported. Jamaica is also subject to hurricanes and droughts, both of which destroy crops and thereby reduce the people's purchasing power. Below will be found total quantities imported, year by year, from 1927 to 1931 inclusive:—

	Of Leather	Dozens of Pairs Of Rubber	Of Other Materials	Total Imports
1927 . . . . .	43,179	17,789	1,287	62,255
1928 . . . . .	47,220	17,223	4,051	68,494
1929 . . . . .	41,341	22,346	580	64,267
1930 . . . . .	57,019	15,818	5,259	78,096
1931 . . . . .	41,156	8,554	1,579	51,289

The market is essentially a cheap one. Imports during the first six months of 1932, when business continued to be poor, totalled 35,589 dozen pairs, of which 20,215 dozen pairs were of leather, 14,658 of rubber, and 725 dozen pairs of other materials. These figures indicate that imports of leather footwear have continued to be made in 1932 at about the same rate as that of 1931, but that imports of rubber-soled footwear have greatly increased; indeed, if the record of the first half of this year is maintained during the second half, as seems probable, total importations of all kinds of footwear during 1932, a year of bad business, will be greater than those of 1927, 1928, or 1929, all of them excellent years for trade. Also, total imports of rubber-soled footwear will probably be greater in 1932 than in any previous year.

The explanation is to be found in the recent invasion of the Jamaican market by cheap Japanese rubber-soled shoes which retail at prices sufficiently low to bring them within the reach of the very poor, most of whom have hitherto been accustomed to go barefoot. These, however, are by no means the only customers: the peasantry, the labourers, the artisans, and even many of the salaried classes are now regular buyers of Japanese footwear. The demand for quality goods is relatively very small. Details of the imports during 1931 and also during the first six months of 1932 are given hereunder:—

Of Leather—	1931		Jan.-June, 1932	
	Doz. Prs.	£	Doz. Prs.	£
From United States . . . . .	25,294	85,286	2,034	6,215
United Kingdom . . . . .	12,159	51,268	16,882	59,885
Czechoslovakia . . . . .	1,465	5,932	514	2,072
Cuba . . . . .	775	7,049	590	4,835
Other countries . . . . .	1,463	2,950	195	527
Total . . . . .	41,156	152,485	20,215	73,534
Of Rubber—				
From Japan . . . . .	4,832	4,812	13,125	11,977
Canada . . . . .	2,822	5,171	917	1,169
Other countries . . . . .	900	1,451	616	722
Total . . . . .	8,554	11,434	14,658	13,868
Of other materials—Total . . . . .	1,579	1,070	725	497



The figures for 1932 are unrevised, but the margin of error, if any, is not great. They show the United Kingdom to be by far the largest single supplier of leather footwear to Jamaica at present, just as Japan is the largest supplier of rubber-soled footwear. The United Kingdom's gain has been made at the expense of the United States, and Japan's at the expense of Canada, which until 1930 was the principal factor in Jamaica's trade in rubber-soled shoes.

British exporters have of course been greatly helped by the exchange situation, since sterling is the currency of Jamaica; but Japanese exporters have also not been slow to avail themselves of it. They invariably quote in sterling, and this is a great advantage, applicable not only to footwear but also to a wide range of goods, since the local merchant knows beforehand exactly what his purchase is going to cost him—which is not so in regard to orders sent to the United States and Canada, except in cases where it is arranged that the draft covering the shipment shall be met at a stated rate of exchange, irrespective of fluctuations occurring between the time of purchase and the due date of the draft. Such fluctuations are apt to place the Jamaican merchant buying in United States or Canadian dollars at a disadvantage with his competitors. Some Canadian and United States shippers have indeed adopted the practice of quoting at a fixed rate of exchange, but even so those who sell in sterling are in the more favourable situation—at least so far as boots and shoes are concerned.

#### NOTES ON THE PRINCIPAL ARTICLES

*Men's Leather Boots and Shoes.*—About 90 per cent of these are low shoes—i.e. Oxfords. By far the most popular style is the straight-cut front, although some Blucher cuts are sold, especially in heavier makes. Brogue styles are fair sellers. Weights are mostly light. Rubber heels are as a rule essential. Quarters are leather-lined, with drill vamps; soles are about  $\frac{1}{4}$ -inch thick, preferably with bevelled edges. About 75 per cent of the men's leather-soled shoes seen in Jamaica are brown, and the remainder black. The English last is preferred, chiefly in E fitting, with moderately rounded toes for the general run of business. Toe-caps are usual, but sometimes are absent, and in this latter case there generally is no interior stiffening at the toe. Brogues frequently have this feature. Prices range from 9s. to 12s. 6d. per pair f.o.b. London, and the United Kingdom is the principal country of supply, especially for the better grades. In general, the demand is for a fairly durable shoe. Most of the shoes now imported from the United States are job lots bought at auctions in New York; these are cheaper than the English articles and are retailed, as a rule, to the less well-off classes of the community. They cost from \$1 to \$1.50 per pair in New York. There is also a moderate demand for men's patent leather glacé and vici kid black shoes for dress wear; also a smaller trade in black and brown boots in various qualities. Rubber heels are usually supplied with the better grades. Prices are about the same as those given above. Planters' boots, stout-soled, heavy, waterproof, with chrome uppers, and both with and without rubber heels, are in moderate demand. The soles, often reinforced at the toes with metal studs, are made of leather as well as a composition made from rubber. England is the chief country of supply, and prices range from 15s. to 30s. per pair f.o.b.

*Women's Leather Boots and Shoes.*—Very few boots are seen in the stores, there being only an occasional call for the old-fashioned laced or buttoned black leather boot, reaching about half-way up the calf. The style of shoe in greatest demand is a low-cut pump (i.e. court shoe) with medium-shaped toe, and heel about  $2\frac{3}{4}$  inches high. There is also a very strong demand for shoes with Cuban heels (made of wood, covered with leather) about  $1\frac{1}{2}$  inches high. The materials used for the uppers are fine leather, linen, and also satin, crêpe de chine, and moiré—the last three in white, suitable for dyeing. The soles are of course

leather. Not very many shoes with straps are seen. Weights are uniformly light, but fair durability is essential. Another popular style is the 3-eyelet tie-shoe with either Cuban heels or low spike heel (about  $1\frac{1}{2}$  inches), in white kid, and also in combinations of colours—e.g. tan and white, black and white, red and white, blue and white. There is a limited sale for high-grade shoes with uppers of lizard skin and similar materials, but the demand on the whole is for a smart shoe of light weight, good wearing quality, and reasonable price. Before the present exchange situation developed, about one-fifth of the total imports of women's best-quality shoes came from Cuba. These high-grade shoes, of attractive appearance, retailing as high as 30s. per pair, are still imported, but as the Cuban monetary unit is the United States dollar, the trade is declining, in common with that in American footwear. The present trend of the business is distinctly towards Great Britain, but job lots of cheap shoes are still bought in New York. The prevailing widths are Nos. 4 and 5; rubber heels are exceptional. There is a small demand for high-class French shoes costing about 15s. per pair f.o.b.; but the general run of prices is from about 7s. 6d. to 12s. 6d. per pair (f.o.b. port of shipment).

*Men's Leather Slippers.*—These are imported in fair quantities, mainly in cheap makes, and in Grecian and ordinary Albert styles. The uppers are of black or tan kid, and the soles of leather, real or imitation; linings are often of imitation wool. Widths and sizes are the same as those of shoes, and prices range from 4s. to 7s. 6d. per pair f.o.b. England is the chief country of supply. Rubber heels are seldom if ever supplied.

*Women's Leather Slippers.*—These are imported from England, Czechoslovakia, and the United States, sometimes in job lots from the last-named country, and a wide range of colours is seen. Uppers are of coloured leather and coloured felt; linings of drill or cotton, and soles of leathere or soft chrome. There is a fair demand for mules with heels, but rubber heels are not as a rule provided. Widths and sizes vary, and f.o.b. prices are from 2s. to 4s. per pair for ordinary slippers and about 6s. for mules.

*Children's Leather Footwear.*—This is a trade of moderate size. Boys' Oxford boots and shoes, in black, brown, and white buckskin, with eyelets and hooks, are on the market; these are often of the "stitchdown" type. The E fitting is in wide demand. Misses' shoes, in sizes from 2 to 5, with low flat heels and straps, sell fairly well; a plain and serviceable article is wanted. There is also a moderate demand for shoes for young children, the soles being made of "usk-hide," but leather is also used, and straps are a usual feature. England is the chief country of supply, but Czechoslovakia obtains some of the trade. Job lot purchases are exceptional; some rubber heels are seen. Prices vary according to style and quality; from 2s. to 3s. 6d. per pair f.o.b. would represent the average price range.

*Rubber-soled Footwear.*—As indicated by the import statistics, this is a growing trade, which is held almost entirely by Japan at present owing to the extreme cheapness of the Japanese goods, which are fairly well made and reasonably durable. It is worth noting that rubber-soled shoes, with canvas uppers, have lately become articles of everyday wear among thousands of the poorer classes of the population, and are now being supplied not only in white but in colours as well. The white canvas rubber shoe was at one time used chiefly for purposes of sport, and mainly by the middle and upper classes, but this is no longer the case. Men, women, and children who up to a few years ago seldom wore boots or shoes now find the Japanese article within their modest means. Some Japanese manufacturers send samples to local importers, who in return forward specifications of their requirements and subsequently receive a



shipment "made to order." There are also several active commission agents in the field. Some of this business is done through London export houses, but of late the tendency to order direct from the Japanese factory, through the medium of the local commission agent, has become more general. These shoes are supplied in a wide range of sizes and can be laid down at Jamaican port at as low as 12s. per dozen pairs. There have been recent reports of an even lower figure for bulk shipments.

*Sports Footwear.*—Apart from canvas rubber-soled shoes, which are used for playing tennis and other games, sports footwear is in moderate demand, England being the chief supplier. There is a fair sale for golf shoes with red rubber soles and leather uppers in various colours; a seasonal demand, chiefly during the month of September, for football boots, with canvas and buckskin uppers and leather soles, which should be provided with bars and not studs—these costing from 6s. 6d. to 9s. per pair f.o.b.; and also for cricket boots with thick leather soles, all-leather lined to top, costing f.o.b. from 9s. to 14s. per pair. Limited quantities of tennis shoes with buckskin uppers are also sold. Widths and sizes vary.

Men's walking shoes with leather soles and uppers of canvas or of canvas and leather (in various colours) also sell fairly well; this is entirely an English trade. Rubber heels are usually provided. There is a smaller demand for men's canvas boots with leather soles for everyday wear, and a fair trade is done in men's ordinary white canvas shoes with leather soles for use on ships; these cost from 6s. to 7s. per pair f.o.b. The business is said to be a good one, as a considerable number of vessels call at Kingston every year.

*Boots and Shoes not of Leather or Rubber.*—As the import figures show, this is a small trade, done mainly with Far Eastern countries. The principal articles are straw slippers for men and women.

#### BUSINESS METHODS

Apart from auctions in New York and elsewhere, purchases are made direct from factory by the large merchants (many of whom do wholesaling as well as retailing), and also through the medium of resident commission agents. As regards packing, it is almost unnecessary to mention that each pair comes in a cardboard box, varying numbers of the latter being put up in wooden packing cases, which are steel-strapped. Owing to the great distance between Jamaica and Japan, large cases are a usual feature in imports from that country.

#### CUSTOMS TARIFF

Footwear of all kinds entering Jamaica pays import duty at the ad valorem rate of 15 per cent under the British preferential and 20 per cent under the general tariff.

#### LOCAL PRODUCTION

There is no precise information available with regard to local production, but it is not large, being done mostly by hand, which makes the finished article expensive. There are one or two small establishments in Kingston where boots and shoes are made by machinery, but their output is negligible in comparison with the total volume of the trade. The hundreds of cobblers in the colony make some boots and shoes—with leather soles and canvas or leather uppers—for their patrons, but this is a very restricted trade.

## UNITED KINGDOM MARKET FOR ELECTRICAL DOMESTIC APPLIANCES

G. A. NEWMAN, ASSISTANT TRADE COMMISSIONER

London, August 23, 1932.—At the present time it is difficult to estimate what opportunities await Canadian manufacturers of electrical domestic appliances in the United Kingdom market.

### EXTENT OF THE MARKET

Generally speaking, statistics indicate that there is a gradually expanding market for all kinds of electrical ware. It is estimated that of the 12,000,000 homes in Great Britain, only 3,950,756 are electrified. This figure is likely to increase as the several undertakings standardize their voltages to 230 A.C. in place of the existing varieties, and as the charges—now somewhat high—are reduced.

Adverting to actual sales, according to figures given in the *Electrical Times*, the total number of electric cookers in the whole country in 1930 was about 150,000, and the additions made in the ensuing year raised the total to something between 175,000 and 200,000. Sample estimates prepared on a basis of some 107 to 115 undertakings show that there was an increase of not less than 38 per cent of cooker connections in 1930-31 over the previous year as compared with 32 per cent in 1929-30 and 27½ per cent in 1928-29.

With regard to vacuum cleaners, a well-known electrical association in London has issued the statement that in 1930 some 250,000 were sold, and of this number some 144,000 were imported—90,000 from Canada and the United States, 24,056 from Sweden, 14,535 from Denmark, 14,227 from Germany, and other countries supplying 682. The above-mentioned total sales are considered to represent not more than 20 per cent of the electricity consumers available.

Other electrical appliances, consisting of wash boilers, water heaters, irons, toasters, etc., in service in 1930-31 among 97 undertakings totalled an estimated figure of 340,127, of which approximately 76,543 were additions made during the year. This compares favourably with 1929-30, in which year approximately 65,038 new appliances were added.

### FACTORS LIMITING IMPORTATIONS

In face of this expanding home market, imports of electrical appliances have been greatly curtailed by the application of a 20 per cent duty on foreign products and the difference in exchange, which, in the case of the United States, allows an additional 20 per cent to be added to prices prevailing prior to the departure from the gold standard. Of course, of all the countries affected, the United States is perhaps the most important in point of quantity of domestic appliances supplied. According to the figures of the United States Department of Commerce, exports of electrical appliances to the United Kingdom for 1930 were as follows:—

Refrigerators (household) . . . . .	6,086
Refrigerators (commercial) . . . . .	1,702
Electric ranges . . . . .	32
Other electrical cooking and heating devices . . . . .	13,656
Vacuum cleaners . . . . .	64,037
Washing machines . . . . .	3,086
Flat irons . . . . .	3,614

It is yet too early to estimate the extent to which these imports have been curtailed, although inquiries instituted throughout the trade would seem to confirm the opinion that it has been considerable, not only from the United States



but from other countries. Under these circumstances, and taking into consideration the fact that imports from the Dominion are duty free combined with the advantage in exchange, Canadian manufacturers have been hopeful of greatly expanding their sales in this market. Investigation shows, however, that a number of overseas firms have now set up their own branch plants in this country, and British manufacturers have themselves made marked progress in the manufacture of various domestic appliances.

#### NOTES ON THE IMPORTS

*Electric Cookers.*—In the case of electric cookers, as has been frequently indicated in previous reports on this subject, the majority of the sales were made to electrical corporations. These corporations prefer to buy from British manufacturers, both for national reasons and for the supply and servicing facilities they offer. Moreover, prices quoted for British cookers bought in this manner have been quite low.

In regard to the general retail trade, one well-known English make of up-to-date design is offered retail at about £12. Such a cooker has an overall size of 23 $\frac{3}{4}$  inches width, 42 inches height, and 20 inches depth; one boiling-plate 7 $\frac{1}{2}$  inches in diameter (1,200 watts three-heat); one boiler-griller 8 $\frac{1}{2}$  inches square (2,250 watts three-heat); an oven 13 $\frac{1}{2}$  inches wide, 13 inches high, and 12 $\frac{1}{2}$  inches deep, with three control switches; extra equipment consisting of thermometer, ventilator, low splash plate, 6-pint square kettle, grill pan and grid, baking-tin and three rod shelves.

As representative of firms in the London area, the opinion is expressed that Canadian manufacturers will have to consider the advisability of assembling their cookers in this country should they wish to gain any volume of business.

*Electric Refrigerators.*—In electric refrigerators all sizes are being offered, from a very small English make at £15 to a very popular English brand at £34 retail. This latter machine is favourably commented on and has been in strong demand. It has a food storage capacity of 5 cubic feet, is fitted with two trays, and an ice-maker large enough for 42 cubes and run by a one-sixth horsepower motor. The opinion is expressed that a smaller refrigerator with about 3 cubic feet capacity, priced at approximately £20 retail or less, would find a good market.

Canadian manufacturers of electric refrigerators who are interested in this market are referred to Trade Enquiry No. 623, which is published on page 459 of this issue.

Canadian and United States washing machines have been on the United Kingdom market for a number of years, but trade depression has made sales difficult. Retail prices for two well-known makes of American machines are about £35 and £29 respectively. A new English make is available at £15, though it is stated that it is not equal in quality to the United States or Canadian makes. (Interested Canadian manufacturers are referred to Trade Enquiry No. 623, published on page 459 of this issue.)

*Vacuum Cleaners.*—One well-known make imported from Canada has been widely sold; but during the past two or three years there has been a marked increase in domestic manufacture, so that there are numerous English-made machines which can be bought retail at any price from £6 upwards—from £10 to £12 representing the average. An illustrated extract from a well-known electrical journal, which indicates the better-known types of vacuum cleaners being sold, is forwarded with this report for the inspection of any interested Canadian firm.

*Other Electric Appliances.*—The market for electric irons has been rendered extremely competitive by the price-cutting within the last two years. Serviceable electric irons can now be bought by wholesale distributors at about 3s. 6d. to 4s. each for quantities. These are retailed at prices as low as 7s. 6d. each. Better makes are sold at a price of from 12s. to 15s. each.

Electric hair-dryers which were formerly imported from the United States and Germany are now being faced with strong competition from a new English product which is being offered at about 15s. f.o.b. to dealers.

Electric toasters do not have a wide market. Electric waffle-irons have a very limited sale. An American make is on sale at 45s.

Other electric apparatus, such as wash-boilers and electric fires, are almost entirely in the hands of English manufacturers. While the market for these two articles is comparatively large, it is very competitive and does not appear to offer much opportunity to overseas exporters.

#### DISTRIBUTION

Although Canadian manufacturers may be able to offer any of the above specified articles at a competitive price in this country, there are a number of difficulties—generally involving extra expense—which must be met if any satisfactory turnover is to be ensured. In the first place there is a noticeable tendency among English distributors to sell English-made articles in preference to all imported ware: the tariff and the “Buy British” campaign may in part account for it. In any event, a Canadian exporter if he proposes going through the usual trade channels must be prepared to undertake considerable advertising to ensure any attention to his product and forward his sales. This gives rise to such incidental questions as the use of demonstrators and the additional subsidy which is required to cover the expenses involved. There is also the question, in the case of cookers, electric refrigerators, washing machines and the like products, of shipping a stock consignment which will ensure no delay in suiting customers’ requirements; and there is the important question of servicing and repair, the expense of which importers are inclined to ask the manufacturers to bear. These considerations make it difficult to find suitable firms who are adequately equipped to meet the conditions.

A recent tendency has been the increased interest in the possibilities of assembling or of manufacturing under royalties in this country, and in this connection one well-known London importer of American electrical ware has decided to adopt this policy rather than do any further importing. Certain overseas firms have in the past found it advantageous to set up their own direct sales organization. But whether or not it is of advantage to follow any of the courses outlined above is a question which only a personal visit by the Canadian manufacturer concerned can adequately ascertain.

#### NATIONAL RADIO EXHIBITION, LONDON

Mr. Harrison Watson, Canadian Trade Commissioner in London, in connection with the National Radio Exhibition which was held in London from August 19 to August 22, has forwarded to the Department of Trade and Commerce, Ottawa, a large number of illustrated folders which were obtained from the various stands at the Exhibition. These indicate the types of radio apparatus now being sold in the British market and should prove of assistance to Canadian exporters.

Canadian firms can inspect these folders on application to the Department of Trade and Commerce, Ottawa (quoting file No. 28608).



## COMMERCIAL NOTES FROM NEW SOUTH WALES

B. MILLIN, COMMERCIAL AGENT

### Annual Stud Sheep Sales at Sydney

Sydney, August 1, 1932.—Sales of stud sheep have been held annually at Sydney for the past fifty-nine years with the exception of last year, when, owing to adverse economic conditions, they were not held. The entries in 1932 were almost equal to those of 1930, when the figures were the highest for many years. In the merino section there were 230 exhibits—only 30 below 1930—and among the Corriedales there were 130 entries. British breeds showed a slight falling off, however. The all round average for merino sheep this year was £16 17s. 4d., a decrease of a little over a pound on last year's figure. The total sales amounted to 2,460 rams for £37,290, as compared with 2,962 rams for £41,771 in 1930. The highest price was £441, which was paid for a merino ram. A Corriedale ram was sold for £168.

By attracting the best types of the various breeds of sheep to one centre for a short period, these shows stimulate improvement in the products of Australia's greatest industry.

### Close of the Sydney Wool Selling Season

The Sydney wool selling season ended on June 30. Sydney maintains its position as the premier wool selling centre of the world. Sales totalled 1,176,643 bales—a record for the market, and the seventh consecutive year in which sales for the season have exceeded 1,000,000 bales. Sales increased by 139,146 bales as compared with the previous season's clip. The amount realized was £12,726,626, an advance of £983,266 on the preceding year's total. Greasy and scoured wool made an average of £10 16s. 3d. per bale, or 8·5 pence per pound, compared with £11 6s. 4d. per bale or 8·9 pence per pound for the preceding season. The larger returns obtained were entirely due to the increased clip.

As an illustration of how prices of wool have dropped during recent years, during the season 1927-28 £26,885,408 were realized in the Sydney market—£14,158,782 more than last season—although 124,358 fewer bales of wool were sold.

At the close of June the total quantity of wool in Sydney stores remaining unsold was 61,161 bales, which is rather more than usual.

Purchasers of wool in Australia have very little cause for complaint with regard to the marking and packing of wool; the quality mark is a reliable indication of the contents of each bale. Misbranded bales are at times discovered, but they are practically all the result of accident rather than intent.

### Decrease in Building Operations at Sydney

Returns just published for the year ended June 30 show that the number of new buildings constructed in the metropolitan area of Sydney during the year was less than half that of the previous year, which in turn was the lowest recorded since 1914. The peak of building operations was reached in 1929, when the 11,316 buildings erected cost £17,556,257. The extent of the slump is shown by the total of last year, which was only £1,708,020. The city of Sydney has been much overbuilt during recent years, and many of the large buildings being practically empty are a burden on the owners, and the same remark applies to the suburban residential area. In addition, the State Government has passed an Act compelling a 22½ per cent reduction in all rents whether under lease or not, and has also declared a moratorium for two years in favour of mortgagees. The result is that money on building mortgage is unobtainable, and the present outlook is that it will take a long time for the building trade to revive.

### Decreased Imports into New South Wales

Further drastic curtailments in imports into New South Wales occurred during the year ended June 30. The value of goods imported was £18,773,162 as against £26,311,260 in the previous year and £57,129,636 in 1929-30. The decrease was therefore 28·7 per cent less than in the previous year, and 67·1 per cent less than in 1929-30.

Inward trade reached its peak in 1921, when it was valued at £72,466,388. The year just closed was the leanest for importers since 1901.

The huge decrease is due to reduced purchasing power in Australia, the high tariff, depreciated Australian currency, and the prohibition imposed on certain imports. It is generally admitted by traders that most stocks have been reduced to the barest minimum. During recent months there has been some revival in imports. In June they were valued at £1,895,681 as against £1,789,341 in May, and £1,501,020 in June of the previous year. The lowest point touched in recent years was in April, 1931, when goods imported were valued at only £1,267,269.

### Aerial Survey Flight in Search of Oil, Australia

In continuation of the search for oil which has been pursued for some years past in Australia an aerial survey party has just left Sydney to determine to what extent the technique of aerial photographic survey can be applied in the Commonwealth. Attention will be chiefly paid to the northwest portion of the continent, which it is stated contains features which are regarded as theoretically favourable to the presence of oil. Following the photographing of the areas to be covered by the present expedition, geological surveys will be undertaken of the sites provisionally selected for the purpose of making tests by light experimental bores.

## CONDITIONS IN NEWFOUNDLAND

C. B. BIRKETT, JUNIOR TRADE COMMISSIONER

### II. Foreign Trade

The value of Newfoundland's trade in recent fiscal years (ending June 30) is shown in the following tables compiled from figures supplied by the Newfoundland Customs Department:—

#### *Imports into Newfoundland*

From	1928-29	1929-30	1930-31
Canada . . . . .	\$11,832,415	\$12,992,600	\$10,675,348
United States . . . . .	9,880,431	12,101,592	9,266,133
United Kingdom . . . . .	6,211,906	5,527,575	4,192,300
Other countries . . . . .	1,312,629	1,249,384	1,127,920
	<hr/>	<hr/>	<hr/>
	\$29,237,381	\$31,871,151	\$25,261,701

#### *Exports from Newfoundland*

To	1928-29	1929-30	1930-31
Canada . . . . .	\$ 3,046,802	\$ 3,968,479	\$ 2,327,020
United States . . . . .	11,596,643	11,432,918	10,986,135
United Kingdom . . . . .	7,578,190	8,647,948	9,491,661
Spain . . . . .	2,492,054	2,748,547	1,506,699
Portugal . . . . .	2,164,764	2,157,404	991,711
Brazil . . . . .	3,539,489	2,990,422	1,849,383
British West Indies . . . . .	1,009,020	1,059,775	1,048,003
Other countries . . . . .	3,370,741	7,046,466	4,809,902
	<hr/>	<hr/>	<hr/>
	\$36,797,703	\$40,051,959	\$33,010,514



Although no reliable statistics from the above-mentioned source are available for 1931-32, it is estimated that during the year trade fell off in the same proportion as between 1929-30 and 1930-31. According to the Dominion Bureau of Statistics, Canada's trade with Newfoundland for the fiscal year ended March 31, 1932, totalled \$8,085,733, exports amounting to \$6,601,852 and imports to \$1,483,881. This shows a considerable falling off from the previous year.

The high values of exports to the United Kingdom and the United States are chiefly accounted for by shipments of newsprint to these countries, which in 1930-31 were valued at \$8,004,557 and \$9,130,244 respectively.

#### EXPORT TRADE

Chief among Newfoundland's exports are the products of her main industries—codfish, newsprint, iron ore, and lead and zinc concentrates.

For the fiscal year ending June 30, 1931, exports of codfish (dried and pickled) totalled 1,167,698 cwts. as against 1,327,957 cwts. for the preceding year. The bulk of the shipments were made to the following countries (figures for 1929-30 being shown in parentheses): Spain, 250,545 cwts. (320,610 cwts.); Brazil, 236,541 cwts. (289,345 cwts.); British West Indies, 146,102 cwts. (106,019 cwts.); Portugal, 143,875 cwts. (266,743 cwts.); Italy, 113,186 cwts. (138,879 cwts.); Canada, 65,988 cwts. (64,145 cwts.); the United Kingdom, 23,774 cwts. (27,451 cwts.); and the United States, 12,549 cwts. (6,263 cwts.).

Exports of iron ore in 1930-31 amounted to 705,265 long tons, representing a decline of 472,696 tons from the figure of 1,177,961 for the previous year. Germany was the principal purchaser with 473,284 tons (661,406 tons in 1929-30), followed by Canada with 209,061 tons (467,784), and the United States with 22,920 tons (48,771). It is estimated that shipments in the 1931-32 fiscal year were less than half those of 1930-31.

For the calendar year 1931 exports of newsprint from Newfoundland amounted to 287,565 tons as against 270,040 tons in the preceding year. Purchasers of this product were the United States, 156,751 tons, and Great Britain, 130,814 tons, as compared with 163,463 and 106,577 tons respectively in 1930.

Exports in the calendar year 1931 of lead and zinc concentrates totalled 109,354 tons, an increase of 39,141 tons over the figure of 70,213 for 1930. Of this total Belgium took 54,308 and France 40,609 tons as against 43,133 and 24,353 tons respectively in the preceding year. In addition, 14,437 tons were shipped to the United States, a new destination. There were no exports of this commodity to Germany, which in 1930 took 2,727 tons.

From present indications total shipments of lead and zinc concentrates in 1932 will exceed those for 1931.

#### OTHER EXPORTS

The following table shows exports of commodities other than those mentioned above for the fiscal years ended June 30, 1930 and 1931:—

	1929-30	1930-31
Herrings, pickled, bulk, frozen . . . . .	45,721	45,406
Herrings, smoked . . . . .	198,242	251,164
Salmon . . . . .	2,531	4,479
Salmon, fresh . . . . .	3,970,481	4,804,658
Lobsters, preserved . . . . .	10,978	9,562
Cod oil . . . . .	3,190	3,625
Refined cod oil . . . . .	163,865	118,487
Seal oil . . . . .	2,295	1,348
Seal skins . . . . .	184,613	202,543
Whale oil . . . . .	1,298	1,117
Berries . . . . .	352,679	363,742
Lumber . . . . .	1,934	1,083

NOTE.—1 tierce=336 lbs.; 1 tun=256 gals.

IMPORT TRADE

Following is a list of the principal articles of import into Newfoundland during the fiscal year 1930-31, showing percentages from Canada, the United Kingdom, and the United States, together with rates of duty in force:—

Article	Total \$	From	From	From	Rates of Duty
		Canada %	U.K. %	U.S. %	
Meats, fresh . . . . .	354,426	84	13	3	3c. lb.
salted . . . . .	1,469,806	9	4	87	In brine, \$2 bbl.; dry, 3c. lb.
canned . . . . .	72,354	1	19	42	3c. lb.
Bacon and hams, cured; sausages . . . . .	156,566	72	..	26	Bacon and hams, 3c. lb. and 10%; sau- sage, 5c. lb.; bolog- na, 1c. lb.
Milk, canned . . . . .	263,384	61	3	31	2c. lb.
Butter and cheese . . . . .	212,056	93	5	..	Butter, 6c. lb.; cheese, 5c. lb.
Eggs . . . . .	72,628	63	1	36	8c. doz.
Apples, fresh . . . . .	140,657	66	2	31	70c. bbl.
Potatoes . . . . .	61,886	84	5	10	25c. bus.
Peas and beans . . . . .	126,897	16	38	25	1c. lb.
Corn and cornmeal . . . . .	86,357	23	72	2	Corn, 15c. cwt.; meal, 30c. bbl.
Oats, oatmeal and rolled oats . . . . .	257,775	66	15	6	Oats, 7c. bus.; meal, etc., 30c. cwt.
Flour . . . . .	2,043,583	80	..	20	50c. bbl.
Oilcake, meal, bran, etc. . . . .	114,275	60	27	12	15c. 100 lbs.
Vegetables, canned . . . . .	71,908	54	1	44	50%
Fruits, canned . . . . .	59,967	9	..	58	55%
Sugar . . . . .	394,302	67	8	24	2½c. to 4½c. lb.
Confectionery . . . . .	362,970	45	19	35	35% to 55% plus 1c. to 5c. lb.
Yeast . . . . .	139,408	80	..	18	50%
Tobacco, unmanufactured . . . . .	85,965	..	..	100	55c. lb., free when im- ported by manufac- turers in bond.
Paper, kraft wrappers for paper manu- factures . . . . .	118,289	..	9	91	50%
Paper, tarred . . . . .	72,228	77	..	22	40%
Paper, n.o.p.: stationery . . . . .	266,268	32	14	51	50%
Furniture of wood . . . . .	145,727	67	6	26	55%
Nails, spikes, etc., and rods for their manufacture . . . . .	78,707	30	44	9	Rods, free; manufac- tured 1¼c. lb.
Pipes, tubes and fittings . . . . .	52,491	58	9	33	30%
Railway bars, wheels, etc. . . . .	54,303	39	15	45	42%
Stoves and furniture of metal . . . . .	83,389	82	2	15	Stoves, 50%; other, 55%
Wire screens for paper machines . . . . .	94,242	14	41	45	Free
Cutlery . . . . .	37,050	33	35	14	50%
Hardware of all kinds . . . . .	212,882	30	15	43	Axes, hammers, etc., 35%; other, 50%
Agricultural implements . . . . .	26,259	61	15	23	Free
Machinery, industrial . . . . .	399,945	54	18	26	15%
Machinery, mining . . . . .	607,135	4	3	93	Free
Machinery, pulp and paper making . . . . .	357,582	44	6	50	Free
Machinery, office and domestic . . . . .	39,542	28	6	64	35%
Machinery, wood-working . . . . .	52,656	30	6	57	30%
Automobiles and parts, including tires	394,201	23	15	75	55%
Electrical apparatus; batteries . . . . .	47,189	5	..	90	50%
Telegraph and telephone instruments and equipment . . . . .	115,686	10	2	87	50%; for use on ships, 15%
Electrical apparatus, other (including generators and electrically driven apparatus) . . . . .	120,619	27	4	67	Domestic, cooking and heating, over \$5, 45%; other, over \$100, 45%; other, 50%.



## Imports into Newfoundland—Concluded

Article	Total \$	From Canada %	From U.K. %	From U.S. %	Rates of Duty
Coal . . . . .	1,628,360	72	16	12	Anthracite, into St. Johns, \$1 ton; other, 70c. ton. Coal into any other port, 50c. ton.
Zinc and manufactures . . . . .	31,800	28	16	50	48%
Leather, sole, belting and upper . . . . .	153,103	10	23	46	Belting, 25%; sole, in the hide, 20%; in strips, 45%; for boot manufacturers, 25%; upper, 30%.
Leather boots and shoes . . . . .	227,050	9	18	70	55%
Leather, manufactured, n.o.p. . . . .	72,423	23	39	36	Gloves, 50%; other, 55%
Fur manufactures . . . . .	65,123	10	23	65	65%
Tobacco, manufactured . . . . .	245,674	10	6	77	Cigarettes, \$5.50 lb., 10%; cigars, \$2.75 lb., 15%; other, 40c. lb. and 10%.
Cotton manufactures, n.o.p. . . . .	610,185	7	21	70	Piece goods, 35%; other, 50%.
Wool manufactures, n.o.p. . . . .	544,331	26	63	10	Piece goods, 35%; yarns, 20%; other, 50%.
Clothing, ready-made, n.o.p. . . . .	644,371	23	26	50	50%
Haberdashery, artificial flowers, ribbons, etc. . . . .	164,482	18	56	36	50%
Rubberized or waterproofed clothing. . . . .	58,089	25	6	68	Oiled and rubber, 30%; other, 50%.
Rubber boots and shoes . . . . .	320,633	52	..	47	Low, 55%; long, 44%.
Rubber manufactures, n.o.p., except tires. . . . .	29,657	16	11	71	55%
Apron cloth for the manufacture of paper. . . . .	207,022	30	7	62	Free
Felt for pulp and paper machines. . . . .	191,807	50	10	40	Free
Materials for use in mines, except machinery . . . . .	217,423	67	15	18	Free
Stationery of all kinds . . . . .	109,378	31	23	33	Advertising and printed, 15c. lb.; other, 50%.
Chemicals, drugs and medicines . . . . .	346,939	38	15	47	40%
Soap . . . . .	218,379	4	77	13	Laundry, 2½c. lb.; other, 45% to 55%.
Fish . . . . .	25,503	82	13	..	Fresh, mostly \$1.50 cwt.; other, mostly \$2 cwt. or 50%.
Paints and colours. . . . .	145,009	31	41	28	45%

NOTE.—An additional tax of 7½ per cent ad valorem is payable on all dutiable goods, also a surtax of 3 per cent of the duty.

## NOTES ON SEVERAL IMPORTS OF SPECIAL INTEREST TO CANADA

*Flour.*—Until 1929 Canada had supplied 90 per cent of Newfoundland's flour requirements. United States competition in flour milled in bond from Canadian wheat and sold at lower prices, due to more favourable freight rates, has since reduced the Dominion's share of this business to 80 per cent.

*Canned Vegetables, Canned Meats, etc.*—The high duties on canned goods are a great handicap to sales. Imports are considerable, however, and since 1929 Canada has increased her share from 33 to 54 per cent. There are two large United States suppliers well established in Newfoundland and in a position to make speedy deliveries from stocks on hand. Canadian products are well liked, and with energetic representation sales could be considerably increased.

Competition from the United States in canned fruits of all kinds, some varieties of which Canada cannot supply, has restricted the sale of the Canadian goods, although the situation has improved in the last year or so.

Canned meats come chiefly from the Argentine by way of Great Britain. The Canadian product is little known in Newfoundland due to the comparatively small production. The trade in canned meats, the volume of which is about the same as that of canned vegetables, embraces chiefly corned beef, roast beef, and boiled beef.

The imports of canned milk, as can be seen from the foregoing table, come mostly from Canada and are of considerable value.

*Ready-made Clothing.*—The United Kingdom supplies the bulk of the superior-quality clothing. Of the cheaper grades, which are in greatest demand, those from the United States are the most popular by reason of the styles. Due to the similarity between Canadian and American styles, Canadian firms with some effort could obtain a much larger share of this business.

*Rubber Footwear.*—The market for rubber footwear is a large one. The types mostly in demand are knee and hip boots, which are a necessity in the fishing trade and as important as any article of clothing. A fair number of women's light hip boots is also sold, but the demand for low canvas shoes is small. Competition in this trade is all from the United States, but sales from Canada have increased during the past few years.

*Rubber Suits and Oiled Cloths.*—This trade is analogous to that of rubber footwear, and the United States dominates the market. This is principally due to lack of an exportable surplus of these products in Canada with resulting higher prices. The present favourable exchange situation affords an opportunity for the Dominion to obtain much of the business in this line. A factory in St. Johns supplies in part the local needs in the cheaper grades.

*Tobacco.*—Canada at present does not ship any unmanufactured tobacco to Newfoundland although in a position to supply the bulk of her requirements. The types mostly in demand are Burley, bright flue-cured and dark. Canada accounts for only 10 per cent of the total imports of manufactured tobacco, but this percentage could be considerably increased.

A branch of the Imperial Tobacco Company operates in Newfoundland and supplies the local needs in certain grades of cigarettes and smoking tobacco, cut and in plugs. The more expensive manufactured products come from the United Kingdom, while all the unmanufactured tobacco is procured in the United States.

*Leather Boots and Shoes.*—There is a good market in Newfoundland for shoes, which until this year have been supplied principally by the United States. English shoes, due to their superior quality, are becoming increasingly in demand at the expense of those from the United States. Canadian shoes are little known and the value of the market warrants the attention of the Canadian manufacturers.

*Meats, Salted.*—The trade in these items, as shown in the foregoing table, amounted in 1931 to over \$1,400,000: Canada participated to the extent of only 9 per cent. This low percentage is accounted for by the fact that Canada does not supply the cuts required, in the case of beef, and the fat pork that Newfoundlanders demand. In catering to this market the United States, which supplies 87 per cent of the salt meat at present, has the advantage, as compared with Canada, of an enormous domestic meat-packing trade.

*Split Peas and Beans.*—Although prices of the Canadian product are competitive, English split peas, due to their polish and uniform size and colour, are preferred. In view of the large trade in this commodity, Canadian exporters should endeavour to improve the appearance of their product by utilizing a polishing process and by careful sorting.



Canadian hand-picked beans, though admittedly the best procurable, suffer in competition from the cheaper Danubian and Japanese beans.

*Confectionery.*—In these products Canada is well represented. Sales could be increased if a greater variety were introduced, including clear and gum candy wrapped in fancy packages, and toffee. The increasing sales of English confectionery are attributed to the variety of the products offered and attractive methods of packing.

*Electrical Supplies.*—Canada's participation in the Newfoundland market for electrical supplies is confined chiefly to sales of domestic appliances for cooking and heating, and batteries. Canadian products in this line are favourably received, but the market requires constant attention and energetic representation.

### USE OF CABLE CODES IN MESSAGES TO ARGENTINA

Mr. Harris W. Brighton, Acting Trade Commissioner in Buenos Aires, reports that the use of private codes in telegraphic messages to or from Argentina, unless a copy of the code has been deposited with the Direction of Posts and Telegraphs, has been forbidden by a decree issued August 6, 1932, through the Ministry of the Interior. This measure is to become effective from September 30, 1932, and is based on the necessity of keeping an adequate control and to prevent the transmission or reception of messages which might be contrary to the laws of the Republic.

### ROUMANIAN WHEAT CROP

Mr. Henri Turcot, Canadian Trade Commissioner in Brussels, advises under date August 23 that the official estimate of the Roumanian wheat harvest is 1,950,000 metric tons as against 3,534,300 metric tons in 1931. It is not expected that there will be any surplus of wheat available for export.

### MANCHURIAN MARKET FOR FOREIGN WHEAT

PAUL SYKES, CANADIAN TRADE COMMISSIONER

Dairen, July 22, 1932.—Manchuria has been frequently described as the "Granary of Asia." Such a description is unnecessarily complimentary, not only to the country's production of grains, cereals, and allied products in past years but also to its resources, when these are compared with the demand for foodstuffs from the vast populations of neighbouring countries. This territory, however, with its extensive areas of readily cultivable and fertile soil and with a temperate climate, is undoubtedly destined to become a more important producer of grains and other field crops than it has yet been. The country's potentialities were not generally appreciated until some time after the Russo-Japanese war, and it is only within comparatively recent years that the agricultural industry has been developed to a stage where exports of its principal products have been possible. Even yet the consumptive powers of a rapidly increasing population have still to be met, as in the case of wheat flour and rice, from outside sources.

It may be said that surplus supplies of soya beans (Manchuria's outstanding product and primarily a money crop) have been used to purchase, among other imports of food materials, substantial quantities of wheat flour, the import trade in this commodity having been a large and regular one. Since the country, however, is still at a very primary stage in its economic develop-

ment, the assumption seems well based that, as new lands come under cultivation and industries become normally diversified, wheat production and flour milling will increase and the local demand for both wheat and flour of foreign origin will diminish. It is even quite within the bounds of possibility that, as Manchuria now exports various other types of grains, she may, within a comparatively few years, assume a place also among the world's wheat or flour exporting countries. In prefacing this report, therefore, it is suggested that Manchuria, herself a grain-producing area, cannot be counted, in the ordinary course of events, as a market for Canadian wheat.

#### GENERAL REVIEW OF FIELD CROP PRODUCTION

Following the railway construction of the last two decades, the whole central area of the country, comprising the drainage basins of the Liao, Sungari, Nonni, and Hulan rivers, was found to be a vast arable area, and the development of agricultural production in these plains and valleys has been assisted by a steady immigration of farmers from North China and, until the last year or so, by heavy demands from overseas markets.

Of a total land area in the three provinces of Fengtien, Kirin, and Heilungkiang of 245,000,000 acres, it is estimated that in 1929 lands under cultivation made up 32,500,000 acres. Other large areas, particularly in Heilungkiang province, are still available for development, while, in addition, Jehol province, not included in the calculation of areas above, offers ample scope for exploitation by farmer immigrants. Considering Manchuria as comprising the four provinces, it is apparent that, on a basis of land resources, grain production will probably show important increases.

Production of field crops has to date been concerned principally with soya beans and kaoliang (sorghum). These two crops are estimated to have made up something over 50 per cent of an average year's harvest. Rough estimates for the year 1929 of the output of all principal cereals in the three provinces of Fengtien, Kirin, and Heilungkiang show these as totalling 876,000,000 bushels, made up as follows: soya beans, 222,000,000 bushels; other beans, 15,500,000; kaoliang, 217,500,000; millet, 171,000,000; maize, 73,000,000; wheat, 58,000,000; paddy-field rice, 8,500,000; upland rice, 10,000,000; other, 98,500,000 bushels.

These figures illustrate clearly the preponderance of beans, kaoliang, and millet among all other crops. Beans, as noted above, are grown principally for export. Kaoliang is the staple food of the population and, with millet, maize, wheat, and rice, is grown primarily for home consumption. Land cultivation and harvesting, in so far as 90 per cent of Manchuria's farms are concerned, are carried on with very primitive implements, although the country is admirably suited to the use of tractors and other modern farming machinery.

The place which wheat occupies among other grain crops is a comparatively minor one. From the above figures for 1929 it is seen that this grain made up only some 8½ per cent of the total of all field crops. There are, however, two reasons for assuming that production may increase—firstly, that a probable extension of the agricultural industry must automatically tend to this result and, secondly, that possible declines in bean production will lead to a heavier output of other grains and the establishment of a more evenly balanced system than exists at present.

#### IMPORT OF WHEAT INTO MANCHURIA

Manchuria's import trade in wheat has never been a large one and its volume has of late declined to such a degree that, for the time being at least, it is practically non-existent.

Imports of wheat for the years 1923 to 1928 were as follows (in tons of 2,000 pounds each): 1923, 4,033 (\$164,727); 1924, 25,761 (\$1,136,010); 1925,



18,821 (\$933,665); 1926, 3,039 (\$129,587); 1927, 904 (\$40,715); and 1928, 348 (\$15,258). Imports for the years 1928 to 1930 were quite negligible. Dairen, Harbin, Antung, and Newchwang are in the order named the ports of entry.

It was only in the years 1924 and 1925 that wheat was imported into this territory from any other countries than China, Japan, Korea, or Russia. In those years, of the total imports into Dairen of 24,472 tons and 5,466 tons respectively, Canada supplied 14,939 tons and 5,229 tons—over 60 per cent of all imports in 1924 and over 95 per cent in 1925. The small trade into Dairen, Antung, and Newchwang in other years has, however, been entirely from China, Japan, or Korea. Imports into Harbin, which reached their peak of 13,328 tons in 1925, have been almost exclusively from Siberia or through Vladivostok from unspecified countries.

#### MANCHURIA'S FLOUR MILLING INDUSTRY

Manchuria possesses a flour milling industry of modest proportions which is centred in Harbin and Changchun, with a few individual plants at other points. The mills have, of course, been located in these cities in order to permit supplies to be conveniently drawn from important grain-producing areas and to permit also of ready distribution to flour-consuming districts. In Harbin there are a considerable number of mills, many of them of small size, while in Changchun there are but three plants, each of them of fair capacity.

This milling industry is, of course, primarily dependent on local supplies of wheat and draws its raw material from outside sources on rare occasions only. Harbin itself, other points along the Chinese Eastern Railway and elsewhere in the north, are generally supplied from Harbin mills. Changchun furnishes flour to what may be described as north central Manchuria, including Mukden, Kirin, and other larger centres of population. The southern part of the country, including the Kwantung Leased Territory, is traditionally an area in which imported flour is consumed and into which domestic supplies move only when prices are particularly favourable. The Leased Territory, being a free area, has become one of the lowest-priced flour markets in the world and, particularly when Manchurian flour is subject to export tax and foreign flour is exempt from duty, local supplies are not generally sold. Imported flour, in fact, frequently moves as far north from Dairen as the Mukden district. Shipments to points farther distant is hindered by costs of rail freight.

Despite the availability of local supplies and a reasonably consistent demand, many of the flour mills in Manchuria have not operated for some years. The difficulties encountered in making sales in South Manchuria, the reversion on the part of a large section of the population to home-milled and mixed grains rather than more expensive wheat flour, and the failure of the market to develop at the same rate as it did some ten years ago, have rendered profitable operation extremely difficult.

#### MARKET OUTLOOK

Under normal conditions, Manchuria cannot be regarded as a market for Canadian wheat. Despite the traditional use of grain foods by the bulk of the population, wheat and wheat flour are of comparatively minor importance, kaoliang being the staple article. A larger consumption of wheat flour, which will presumably arise only through an increase in living standards or through lower prices, may conceivably develop, but when demands increase there can be no doubt that these will be met, in the main, from local resources. The only apparent opportunity of Canadian wheat finding a sale in Manchuria is in the event of local crops proving a complete or practically complete failure. Should this occur it must be on rare occasions only, and even then business will be possible just as long as the Canadian product can be milled at Changchun or Harbin

at prices which will be competitive in the principal consuming centres with those of Canadian flour or of supplies from Japan, Shanghai, and the United States.

Prospects for this year's crop have to date been favourable, although in some northern districts unusually heavy rains have threatened to do extensive damage. Should further developments endanger the harvest there may be opportunities of Canada finding it possible to supply resulting deficiencies. Low silver and yen values will militate seriously against this becoming an actuality, but in such an event it may be said that wheat cargoes will ordinarily be handled through import firms in Dairen, if not purchased in Canada by Japanese merchant firms, and that sales must generally be made on sample, quotations being on sacked or bulk shipments of specified amounts, preferably in gold dollars and c.i.f. Dairen or Vladivostok. Hard wheat, of course, is acceptable to local buyers, being similar to the typical domestic product. Medium grades will be required when any demand develops, but there may be some call for low and cheap varieties.

A list of Manchurian flour mills and principal wheat importing firms is on file at the Department of Trade and Commerce, Ottawa, and may be obtained on application. Further information may also be obtained from the Canadian Trade Commissioner, Dairen.

## INDUSTRY AND TRADE OF THE PORT OF KOBE

P. V. McLANE, ASSISTANT TRADE COMMISSIONER

Kobe, July 29, 1932.—According to the census of 1930, there were 2,716,881 residents in Hyogo prefecture; Kobe, the capital, has a population of 750,000. According to the latest available statistics (1930), industrial production for Hyogo prefecture amounted to 795,000,000 yen, of which the spinning industry accounted for 27 per cent and foodstuffs for 23 per cent. The combined capital at the end of 1930 of 965 industrial companies in the prefecture was 460,000,000 yen.

The principal products were as follows: woollen cloth, 61,000,000 yen; towels, 750,000 yen; cotton cloth, 50,300,000 yen; raw silk, 22,000,000 yen; linen cloth, 2,600,000 yen; cotton yarn, 90,000,000 yen; silk cloth, 770,000 yen; silk yarn, 6,000,000 yen; knit goods, 4,000,000 yen; woollen felt, 900,000 yen; metal products (including steel plates, steel ingots, steel wires and tubes, copper wire and tubes, and brass manufactures), 87,000,000 yen; machinery and tools (including ships, locomotives, boiler and aeroplane), 84,000,000 yen; rubber products, 35,000,000 yen; and matches, 10,000,000 yen. Other important products of the Hyogo industrial district are camphor, peppermint, soap, paper, glass products, pottery, sake (Japanese rice wine), beer, wheat flour, sugar, soy, confectionery, isinglass, fertilizers, vegetable oil, leather products, and wood products.

### TRADE

The total value of the trade of the port of Kobe during the first six months of 1932 amounted to 525,924,892 yen. This is an increase of 41,593,349 yen over the figures for the same period of 1931, and was due to the higher value of imports, which amounted to 318,837,761 yen as against 273,229,355 yen for the 1931 period. Much of this total was made up of speculative imports resulting from the replacement of the gold embargo and the decline in the value of the yen. While it was anticipated that the lower value of the yen would stimulate exports, increased duties in many countries and the boycott in China have had a counteracting effect, and exports for the first six months of this year amounted to only 207,087,131 yen as against 211,101,831 yen for the same period of 1931.



## EXPORTS

Exports of principal commodities for the first six months of 1932 were as follows (1931 figures for the same period within parentheses): wheat flour, 1,703,466 yen (521,887); sugar, refined, 1,418,221 yen (2,538,392); comestibles in tins, etc., 711,918 yen (635,609); fish oil and whale oil, 534,928 yen (538,236); camphor, 1,763,889 yen (1,746,892); raw silk, 48,479,452 yen (48,259,618); matches, 229,604 yen (817,077); silk manufactures, 13,583,775 yen (13,565,370); cotton manufactures, 37,061,985 yen (44,783,833); paper products, 1,128,861 yen (2,051,641); glass manufactures, 916,413 yen (942,492); tires, 1,008,067 yen (1,512,296); and brushes, 904,159 yen (856,407).

## IMPORTS

The principal imports into the port of Kobe for the first six months of 1932 were as follows (1931 figures within parentheses): wheat, 6,654,986 yen (3,536,606); beef, 1,667,578 yen (2,742,750); condensed milk, 689,852 yen (731,139); raw hides, 1,382,000 yen (1,146,309); raw rubber, 4,204,487 yen (4,524,681); raw cotton, 169,125,797 yen (123,396,746); raw wool, 15,093,719 yen (20,014,022); pine, fir, cedar, etc., 776,494 yen (966,954); leather, 1,471,067 yen (1,836,444); caustic soda, 1,311,912 yen (1,629,148); pulp for paper making, 6,503,318 yen (4,626,594); aluminium ingots, 296,366 yen (2,502); lead ingots, 77,686 yen (317,498); nickel, grain and block and ingots, 540,886 yen (368,482); zinc, 23,046 yen (138,454); films for photography, 1,417,612 yen (887,966); printing paper, 450,112 yen (584,170); and packing paper, 441,453 yen (324,483).

## TRADE WITH CANADA

Exports from the port of Kobe to Canada for the first six months of 1932 were valued at 1,529,975 yen as against 3,219,205 yen for the corresponding period of 1931. The principal exports were as follows: habutai, 11,642 yen (53,687 in 1931); crepe silk, 46,324 yen (596,301); fuji silk, 57,998 yen (194,940); panama hats, 200,226 yen (156,426); camphor, 53,567 yen (33,001); and straw braid, 57,719 yen (33,316).

Imports from Canada for the first six months of 1932 were valued at 3,193,034 yen as against 3,407,990 yen for the corresponding period of 1931. The only imports listed in the Kobe trade statistics are wheat, 985,531 yen (684,904 yen for the first six months of 1931); pulp for paper making, 1,451,631 yen (1,677,442); and pine, cedar, and fir, 18,973 yen (85,691).

**BRITISH MERCHANDISE MARKS ACT**

The Board of Trade announce that three applications have been referred to the Merchandise Marks Committee for Orders in Council to require the marking with an indication of origin of the following classes of imported commodities:—

- (1) Cordage, cables, ropes and twine of vegetable fibres.
- (2) Measuring tapes made of cotton or linen.
- (3) Drawing pins;
  - Arch mechanisms for letter files; metal fittings for flat holders and files; perforators for use in connection with arch mechanisms and flat folders and files;
  - Stapling machines;
  - Pencil sharpeners.

**PROTECTION OF TRADE MARKS IN BRITISH INDIA**

A pamphlet has been issued by the Department of Trade and Commerce entitled "Protection of Trade Marks in British India." Interested Canadian firms may obtain a copy on application to the Department at Ottawa.

## TARIFF CHANGES AND CUSTOMS REGULATIONS

### Additional Import Duties in United Kingdom

With reference to the article in *Commercial Intelligence Journal* No. 1476 (May 14, 1932, page 824), Mr. Harrison Watson, Canadian Trade Commissioner in London, cables that the United Kingdom issued a further list of additional import duties operative from September 6. The new rates of special interest to Canada are: Leather gloves, 30 per cent ad valorem; kraft and certain other paper, 25 per cent ad valorem; lined strawboard, 15 per cent ad valorem. These rates apply to goods of non-Empire origin. Canadian and other Empire goods of this class are duty free.

### United Kingdom Tariff Preference on Canadian Lumber

Article 1 of the trade agreement between Canada and the United Kingdom, concluded at the Imperial Economic Conference, ensures, for five years, duty-free entry of Canadian lumber in the United Kingdom, in consequence of such being now duty-free under the Import Duties Act, 1932.

Article 3 of the trade agreement ensures, for five years, on "timber of all kinds imported into the United Kingdom in substantial quantities from Canada, in so far as now dutiable," a continuance of the general ad valorem duty of 10 per cent imposed by Section 1 of the Import Duties Act. This means a stabilized preference margin of 10 per cent ad valorem. As value for duty in the United Kingdom is the c.i.f. value, the guaranteed preference is more than 10 per cent on the f.o.b. value of the competing lumber.

Certain wood products are duty-free entering the United Kingdom, while others are subject to a higher rate than 10 per cent ad valorem.

Under the Import Duties Act, mentioned above, and orders made thereunder, the following rates are now in force in the United Kingdom on wood products:—

	British Preferential Tariff	General Tariff
Rough lumber . . . . .	Free	10%
Planed or dressed wood and timber, staves, sleepers, plywood and veneers, imported as such (excluded from Additional Duties No. 1 Order) . . . . .	Free	10%
Builders' woodwork, including window frames, doors, gates, etc., and parts thereof (Additional Duties Order No. 1) . . . . .	Free	15%
All other manufactures of wood and timber (other than machinery, tools, implements and scientific and medical instruments and apparatus and parts thereof (Additional Duties No. 1 Order) . . . . .	Free	20%
Goods consigned direct to a registered ship-building yard, subject to such conditions as the customs authorities may impose for securing that the goods are used for the building, repairing or refitting of ships in that yard. (Section 11) . . . . .	Free	Free
Wooden pitprops (First Schedule) . . . . .	Free	Free
Roundwood logs of pine, spruce, and aspen, in the natural state or free from bark or bast, not hewn or sawn except cross-cut at the ends, in lengths not exceeding 50 inches, the top diameter not being more than 12 inches (Exemption Order No. 2) . . . . .	Free	Free

In interpretation of the foregoing items it has been stated that planks, deals, boards, battens, scantlings, strips, slating battens, sawn laths, tongued and grooved flooring, rebated and V-jointed floorings and matchings and weatherboards are dutiable under the general tariff at 10 per cent ad valorem; box-boards, 10 per cent ad valorem, but if imported with the appropriate number of tops, bottoms, sides and ends to make complete boxes, 20 per cent ad valorem; shingles for roofs, 15 per cent ad valorem. Flooring and paving blocks, parquet



flooring blocks and strips and flooring strips are normally liable to the general tariff of 10 per cent only, but in some cases additional duty may be chargeable, for example, in the case of parquet squares, which are themselves manufactured from a number of parquet blocks. Special dimension timber in general, if imported cut square, planed and dressed but not otherwise prepared, would not be liable to a higher rate than 10 per cent. Cask heads are cited as an instance of such timber.

### **United Kingdom Certificates of Origin**

The Department of Trade and Commerce has been advised by the Canadian Trade Commissioner in London that importers in the United Kingdom of butter and cheese complain of great delay and inconvenience in passing their customs entries, due to Canadian shippers failing to comply with the British regulations respecting certificates of origin. In order to facilitate obtaining these certificates, it was recently arranged with the British customs authorities that certificates of origin for butter and cheese would be accepted if signed by the dairy produce graders of the Canadian Department of Agriculture, to meet the situation where it was difficult to obtain certificates of origin from a number of individual small producers of butter and cheese scattered throughout the country.

The certificate of origin is necessary in order to obtain duty-free entry for Canadian butter and cheese, which is dutiable unless shown to be of Empire origin.

The Customs Board have now issued orders that goods are not to be released for duty-free entry unless certificates, fully complying with the regulations, are produced by the importers. The Department of Trade and Commerce has already given publicity to these regulations, and wishes to impress on exporters of butter and cheese the importance of strictly carrying out the regulations as prescribed by the British customs authorities.

### **Australia Removes Import Restrictions and Reduces Tariff**

Mr. D. H. Ross, Canadian Trade Commissioner in Melbourne, cables the Department of Trade and Commerce that the Budget speech and tariff amendments introduced in the Australian Commonwealth Parliament on September 2 removed all prohibitions of imports as from September 1. The restriction of imports now ended was instituted on April 4, 1930, for the purpose of correcting an abnormal adverse trade balance and exchange difficulties. The original list of prohibitions was to some extent reduced from time to time. The last group of articles regarding which the restrictions are now removed comprise: Cheese; lemons; oranges; dried fruits and fruits preserved in liquid; preserved vegetables; jams, jellies, jelly crystals and powders; prepared cocoanut; pickles, sauces and chutney; wireless headphones; batteries and accumulators; bolts, nuts, rivets, engineers' set screws; rail dogs and spikes; wireless receiving sets; nails; plated ware and aluminum ware; tiles; sanitary and lavatory articles of earthenware and glazed or enamelled fireclay; cast-iron pipes and cast-iron fittings for pipes; shafting; iron and steel beams, channels, girders, joists, columns, trough and bridge iron and steel; matches and vests.

At the time the import prohibitions were adopted a surtax of 50 per cent of the duties was imposed on various articles and this has now been lifted on: Piece goods (item 105); artificial flowers, etc. (item 109); wearing apparel (item 110); umbrellas and parasols (item 116); varnishes, etc. (item 232); leather manufactures (item 325); belting (item 326); goloshes and rubber shoes (item 328); boots and shoes (item 329); printed matter (item 338); stationery, etc. (item 340); bags, trunks, purses and fancy boxes (item 376); brooms, etc., carpet sweepers and vacuum cleaners (item 380); brush ware (item 381); straw envelopes (item 430).

Primage duty of 4 per cent or 10 per cent ad valorem has been removed from barbed wire (item 157); wire netting (item 158); various agricultural implements (items 160A; 162; 163; 164; 165; 166; 167; 171); also on 27 other items including farm tractors, cream separators, fencing wire, galvanized iron, garden and field spraying machines.

The following have been exempted from the 6 per cent sales tax: agricultural machinery and implements and 11 other items including galvanized iron, sheet, wire and water pipes for use in agricultural and mining industries.

A 10 per cent ad valorem reduction in duty has been made on machines for cement making, road making, stone crushing, on aerial rope ways, hand-operated cranes and coal conveyors (item 176 (D)), making the rates 35 per cent British preferential, 45 per cent intermediate, and 50 per cent general tariff, the British preferential being applicable to Canada.

The British preferential and intermediate tariffs have been reduced 10 per cent ad valorem and the general tariff 15 per cent ad valorem on unspecified machines and machinery, making the rates 45 per cent, 55 per cent, and 60 per cent respectively. The British preferential tariff applies to Canada.

The rates on several other items including matches, cotton, and woollen piece goods, apparel, iron and steel sheet, and crude oil engines have also been reduced.

### India Proposes Increased Duties on Cotton Piece Goods

Mr. R. T. Young, Canadian Trade Commissioner in Calcutta, writes under date July 28, 1932, that, at the request of the Indian Cotton Textile Industry, the Government of India has referred to the Tariff Board an application requesting an increase in the duty leviable on cotton piece goods not of British manufacture under item 158 in Part VII of the Import Tariff, on the ground that such articles are being imported into British India at a price which renders ineffective the protection intended to be afforded by the present duty to similar articles manufactured in India.

The Government has further requested the Tariff Board to institute immediate inquiries on the subject, and to report as to whether such is the case, and to what extent, if any, the duty on cotton piece goods not of British manufacture should be increased, and whether the increase should be in respect to all cotton piece goods or only apply to certain types, and as to whether the increase should be a general one or only apply to such goods when imported from or manufactured in any country or countries specified, and as to what period any additional protection, if necessary, should apply.

### Increased Tariff Rates in China

Mr. L. M. Cosgrave, Canadian Trade Commissioner in Shanghai, writes that the National Government of the Republic of China increased its tariff on thirty-four items, effective from August 4, 1932. The chief commodities affected of interest to Canada are:—

	Former Tariff	New Tariff
Plushes, velvets and all other pile cloths . . . . .ad val	45%	70%
Unspecified clothing, and all articles of personal wear and parts and accessories thereof . . . . .ad val.	50%	75%
Ale, beer, porter, stout, cider, perry, and similar spirituous liquors made of fruits and berries . . . . .ad val.	50%	80%
Whiskey, in bottles . . . . .per case of 12 reputed quarts	13 gold units (\$5.20)	21 gold units (\$8.40)
Whiskey, in bulk . . . . .ad val.	50%	80%
Gin, in bottles . . . . .per case of 12 reputed quarts	7 gold units (\$2.80)	11 gold units \$4.40)
Gin, in bulk . . . . .ad val.	50%	80%
Unspecified medicines, drugs, and medicinal substances and compounds . . . . .ad val.	15%	20%
Goods not elsewhere enumerated in complete tariff, ad val.	12½%	15%

A surtax of 10 per cent of the duty instituted December 1, 1931, for flood relief, applies to all these goods.



### Invoice Regulations of Palestine

A leaflet has been issued by the Department of Trade and Commerce entitled "Palestine Invoice Regulations." Interested Canadian firms may obtain a copy on application to the Department at Ottawa.

### New Tariff Preferences in Brunei

Mr. G. R. Heasman, Canadian Trade Commissioner in Batavia, Java, advises that the following new tariff preferences went into force in Brunei on July 1, 1932:—

	Former Tariff (In Straits)	New British Preferential Tariff Settlements dollars, equal to 56.78 cents Canadian)	New General Tariff at par to
Ale, beer, stout, porter, perry, and cider, p. gal.	90 cents	90 cents	\$1.00
Cigarettes . . . . .per lb.	80 cents	80 cents	90 cents
Cement . . . . .per ton	Free	\$2.00	\$5.00
Cosmetics and perfumes . . . . .ad val.	Free	10%	20%
Brandy . . . . .per gal.	\$3 to \$9 according to proof spirit	\$7.20	\$9.50
Sparkling wines . . . . .per gal.	\$4.50	\$4.50	\$5.50
Still wines—			
(a) over 26% of proof spirit . . .per gal.	\$3.00	\$3.00	\$4.00
(b) under 26% . . . . .per gal.	90c. or \$3	\$1.00	\$2.00
Tobacco in tins . . . . .per lb.	80 cents	80 cents	90 cents
Cartridges . . . . .per 1,000	\$10.00	\$10.00	\$11.00

The only goods on which the Dominion of Canada already enjoyed a tariff preference in Brunei were motor cars, tires, tubes, and accessories.

### AUSTRALIAN TENDERS

Copies of tender forms and specifications have been received from Trade Commissioner D. H. Ross, Melbourne, for material required by the Postmaster-General's Department, Melbourne.

These tender forms and specifications are open to the inspection of interested Canadian manufacturers at the Department of Trade and Commerce, Ottawa (refer to file No. 13945).

Tenders should be promptly mailed to the Deputy Director, Posts and Telegraphs, Melbourne, Australia, by registered post and endorsed "Tenders for Accumulator Cells and Batteries, Schedule C.873."

Particulars of the requirements are briefly outlined thus:—

Schedule No.	Date of Closing	Particulars
C. 873	November 22nd, 1932	Supply and delivery of Accumulator Cells, Batteries, and Wood Containers, in accordance with Specification No. 287D. Drawing No. C. 862, and special conditions in schedule.

Canadian Trade Commissioners should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Second Phrase Code.

## TRADE OPPORTUNITIES ABROAD FOR CANADIAN PRODUCTS

The Trade Inquiries for Canadian products published below have been received since the publication of the last issue of the *Commercial Intelligence Journal*. Interested exporters may secure the names and addresses of the firms making these inquiries, together with further details regarding the commodities required, on application to the Director, Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa, or—

### Secretary, Board of Trade—

Saint John, N.B.,	Toronto, Ont.,	Winnipeg, Man.,
Halifax, N.S.,	Woodstock, Ont.,	Vancouver, B.C.,
Quebec, P.Q.,	St. Mary's, Ont.,	New Westminster, B.C.,
Sherbrooke, P.Q.,	Portage la Prairie, Man.,	Prince Rupert, B.C.
Montreal, P.Q.,	St. Boniface, Man.,	

### Secretary, Chamber of Commerce—

Kingston, Ont.,	Peterborough, Ont.,	Victoria, B.C.
Oshawa, Ont.,	Hamilton, Ont.,	
Belleville, Ont.,	London, Ont.,	

Border Chamber of Commerce, Windsor, Ont.

Industrial Commissioner, Stratford, Ont.

La Chambre de Commerce, de Montréal, 25 St. James E., Montreal, P.Q.

### Secretary, Canadian Manufacturers' Association—

Toronto, Ont.,	Winnipeg, Man.,	Vancouver, B.C.,
Montreal, P.Q.,	Edmonton, Alta.,	Victoria, B.C.

The Maritime Provinces Trade Commissioner, 122 Federal Building, Toronto, Ont.

The Bureau of Provincial Information, Victoria, B.C.

**Canadian exporters should, for follow-up purposes, transmit a copy of any reply sent in response to a Trade Inquiry to the Trade Commissioner in the territory from which the inquiry emanated.**

### Foodstuffs

612. CANNED GOODS, ETC.—The South African branch of a Canadian export agency desires to hear from Canadian exporters of the following lines, with a view to representation: vegetables (corn, asparagus, etc.); meats, fish (salmon, sardines); milk (condensed, evaporated); infants' food; patent cereal foods; general grocery lines; cheese.

613. SALMON; LOBSTER.—An Amsterdam firm are interested in hearing from Canadian exporters of canned and frozen salmon, and canned lobster, with a view to purchase.

614. POWDERS.—A Greenock firm desire the agency for dried buttermilk and skim milk powders.

615. MEAT MEAL.—A London (England) firm desire to import meat meal on a commission basis.

616. GRAINS AND FEEDSTUFFS.—An Aberdeen firm wish to purchase bran, shorts, middlings, dried grains, wheat, alfalfa meal, and oyster grit.

### Miscellaneous

617. NECKWEAR.—A Kingston (Jamaica) firm desire to obtain the agency for neckwear.

618. AGENCY IN SOUTH AFRICA.—Canadian exporters of the following lines who seek representation in South Africa are requested to write to the Montreal office of this export agency: knitted wear (bathing suits, etc.); silk goods (hosiery, underwear, etc.); rubber goods (shoes, goloshes, etc.).

619. WOOL FELTS.—Firm in Shanghai having excellent connections with paper mills wish to obtain exclusive agency for sale of wool felts used in paper making.

620. AGENCY IN SOUTH AFRICA.—A Canadian export agency seeks contacts for its South African branch in the following lines: hardware; paper and paper products; bottles; novelties; toilet preparations.

621. BIRCH SQUARES.—A Liverpool firm of timber brokers desire c.i.f. Liverpool quotations on birch squares suitable for the manufacture of table legs.

622. TRAVELLING REQUISITES.—A Glasgow firm desire the agency for leather goods, handbags, wardrobe suitcases, and all classes of travelling requisites.

623. ELECTRICAL REFRIGERATORS AND WASHING MACHINES.—A London firm desire to act as agent on commission.

624. REPRESENTATION.—The South African branch of a Canadian export house desire to represent Canadian exporters of the following: agricultural implements; fruit-spraying machines; insecticides; broom and pick handles.



## FOREIGN EXCHANGE QUOTATIONS FOR WEEK ENDING SEPT. 6

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending September 6, 1932, with the official bank rate. Quotations for the week ending August 29, 1932, are also given for the sake of comparison:—

Country	Unit	Nominal Quotations in Montreal Week ending Aug. 29	Nominal Quotations in Montreal Week ending Sept. 6	Official Bank Rate
Austria . . . . .	Schilling	\$ .1580	\$ .1543	6
Belgium . . . . .	Belga	.1554	.1528	3½
Bulgaria . . . . .	Lev	.0080	.0079	8
Czechoslovakia . . . . .	Krone	.0331	.0326	5
Denmark . . . . .	Krone	.2004	.1987	4
Finland . . . . .	Markka	.0174	.0165	6½
France . . . . .	Franc	.0439	.0432	2½
Germany . . . . .	Reichsmark	.2666	.2619	5
Great Britain . . . . .	Pound	3.8864	3.8325	2
Greece . . . . .	Drachma	.0069	.0069	10
Holland . . . . .	Guilder	.4508	.4434	2½
Hungary . . . . .	Pengo	.1961	.1929	5
Italy . . . . .	Lira	.0574	.0566	5
Jugo-Slavia . . . . .	Dinar	.0200	.0189	7½
Norway . . . . .	Krone	.1948	.1920	4
Portugal . . . . .	Escudo	.0369	.0385	6½
Roumania . . . . .	Leu	.0067	.0066	7
Spain . . . . .	Peseta	.0902	.0887	6½
Sweden . . . . .	Krona	.1994	.1966	3½
Switzerland . . . . .	Franc	.2172	.2133	2
United States . . . . .	Dollar	1.1200	1.1025	2½
Argentina . . . . .	Peso (Paper)	.2856	.2783	—
Brazil . . . . .	Milreis	.0840	.0799	—
Chile . . . . .	Peso	.0678	.0675	4½
Colombia . . . . .	Peso	1.0724	1.0501	6
Mexico . . . . .	Peso	.3217	.3242	6-7
Peru . . . . .	Sol	.2296	.2260	6
Venezuela . . . . .	Bolivar	.1540	.1488	—
Uruguay . . . . .	Peso	.5292	.5209	—
Cuba . . . . .	Peso	1.1192	1.1033	—
Hongkong . . . . .	Dollar	.2688	.2659	—
India . . . . .	Rupee	.2940	.2921	4
Japan . . . . .	Yen	.2632	.2535	4.38
Java . . . . .	Guilder	.4519	.4421	4½
Shanghai . . . . .	Tael	.3528	.3486	—
Siam . . . . .	Baht (Tical)	.....	.....	—
Straits Settlements . . . . .	Dollar	.4549	.4478	—
British Guiana . . . . .	Dollar	.8232	.8048	—
Jamaica . . . . .	Pound	3.9200	3.8697	—
Other British West Indies . . . . .	Dollar	.8232	.8048	—
Martinique . . . . .	Franc	.0439	.0432	—
Guadeloupe . . . . .	Franc	.0439	.0432	—
Australia . . . . .	Pound	3.1105	3.0675	—
Egypt . . . . .	Pound (100 piastres)	3.9859	3.9307	—

## PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

## From Montreal

To Liverpool.—Duchess of Richmond, Sept. 16 and Oct. 14; Duchess of Atholl, Sept. 23; Duchess of Bedford, Sept. 30; Duchess of York, Oct. 7—all Canadian Pacific; Laurentic, White Star Line, Sept. 17 and Oct. 15; Antonia, Cunard Line, Sept. 29.

To London.—Beaverbrae, Sept. 16; Beaverhill, Sept. 23; Beaverford, Sept. 30; Beaverburn, Oct. 7; Beaverdale, Oct. 14—all Canadian Pacific; Alaunia, Sept. 16 and Oct. 14; Aurania, Sept. 23; Ausonia, Sept. 30; Ascania, Oct. 7—all Cunard Line.

To Southampton.—Montclare, Sept. 10; Montrose, Sept. 29—both Canadian Pacific.

To Manchester.—Manchester Division, Sept. 15; Manchester Brigade, Sept. 22; Manchester Commerce, Sept. 29; Manchester Citizen, Oct. 6; Manchester Producer, Oct. 13—all Manchester Line.

To *Avonmouth, Cardiff and Swansea*.—Norwegian, Sept. 17 and Oct. 29; Nevisian, Oct. 8—both Dominion Line; Concordia, Sept. 28; Kastalia, Oct. 19—both Cunard-Donaldson Line.

To *Glasgow*.—Sulairia, Sept. 16 and Oct. 14; Athenia, Sept. 23; Vardulia, Sept. 30; Letitia, Oct. 7—all Anchor-Donaldson Line.

To *Newcastle and Leith*.—Cairnross, Sept. 23 (also calls at Dundee); Cairnesk, Oct. 7—both Cairn-Thomson Line.

To *Belfast*.—Lord Londonderry, Head Line, Sept. 11 (cargo accepted for Londonderry).

To *Antwerp*.—Beaverbrae, Sept. 16; Beaverhill, Sept. 23; Beaverford, Sept. 30; Beaverburn, Oct. 7; Beaverdale, Oct. 14—all Canadian Pacific; Hada County, Sept. 13; Brant County, Sept. 27—both County Line (also call at Havre).

To *Rotterdam*.—Kings County, County Line, Sept. 21.

To *Hamburg*.—Montrose, Canadian Pacific, Sept. 26; Hagen, Sept. 21; Remscheid, Oct. 20—both Hamburg American-North German Lloyd Line (also call at Bremen).

To *South France and Italian Ports*.—Valfiorita, Sept. 24; Giorgio Ohlsen, Oct. 5—both Lloyd Mediterraneo Italian Service.

To *Norwegian Ports*.—Toensbergfjord, North American Line, first half September.

To *Scandinavian and Baltic Ports*.—Frode, Scandinavian-American Line, Sept. 18.

To *St. John's, Nfld., and St. Pierre-Miquelon*.—Belle Isle, Newfoundland-Canada SS., Sept. 15 and 29 and Oct. 13 and 27; Silvia, Furness-Red Cross Line, Sept. 24.

To *Cornerbrook, Nfld.*—North Voyageur, Sept. 12 and 25 and Oct. 10; New Northland, Sept. 21 and Oct. 5 and 19—both Clarke SS. Co.

To *Hamilton (Bermuda), Puerto Rico, St. Kitts, Antigua, St. Lucia, Guadeloupe, Martinique, Barbados, St. Vincent, Grenada, Trinidad and Demerara*.—Cornwallis, Sept. 23; Chomedy, Oct. 7; Colborne, Oct. 21—all Canadian National.

To *Hamilton (Bermuda), Nassau (Bahamas), Kingston (Jamaica), and Belize (British Honduras)*.—Cavelier (does not call at Hamilton or Nassau), Sept. 16 and Oct. 14; Lady Somers, Sept. 22 and Oct. 20; Cathcart (calls at St. Georges, but not at Hamilton or Nassau), Sept. 30 and Oct. 28; Lady Rodney, Oct. 6—all Canadian National.

To *Bermuda, St. Kitts, Antigua, Guadeloupe, Dominica, Martinique, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo*.—Fernebo, Sept. 25; Marie Horn, Oct. 10—both Ocean Dominion SS. Corp.

To *Montevideo and Buenos Aires*.—A steamer, Canadian South American Line, Sept. 18.

To *Colombia, Ecuador, Peru and Chile*.—A steamer, Canadian National, monthly.

To *Auckland, Wellington, Lyttelton, Dunedin, Brisbane, Sydney and Melbourne*.—Canadian Constructor, Sept. 24; Canadian Highlander, Oct. 22—both Canadian National.

To *West and South African Ports*.—Cochrane, Elder Dempster & Co., Ltd., Sept. 25.

## From Halifax

To *Liverpool*.—Adriatic, Sept. 19; Baltic, Oct. 3 and 30—both White Star Line; Newfoundland, Sept. 27; Nova Scotia, Oct. 18—both Furness Line; Manchester Exporter, Oct. 8; Manchester Merchant, Oct. 29—both Manchester Line.

To *London*.—Japanese Prince, Sept. 12; London Corporation, Sept. 26; London Exchange, Oct. 10—all Furness Line; Minnewaska, Sept. 18 and Oct. 16; Minnetonka, Oct. 2—both Red Star Line (also call at Havre).

To *Manchester*.—Manchester Division, Sept. 18; Manchester Brigade, Sept. 22; Manchester Commerce, Sept. 29; Manchester Exporter, Oct. 8—all Manchester Line.

To *Avonmouth, Cardiff and Swansea*.—Norwegian, White Star Line, Sept. 20.

To *Antwerp*.—Minnewaska, Sept. 18 and Oct. 16 (also calls at Havre); Westernland, Sept. 25 and Oct. 23; Minnetonka, Oct. 2 (also calls at Havre); Pennland, Oct. 9—all Red Star Line.

To *Gothenburg*.—Kungsholm, Sept. 17 and Oct. 15; Drottningholm, Sept. 24 and Oct. 27; Grispholm, Oct. 6—all Swedish-American Line.

To *St. John's, Nfld., and St. Pierre-Miquelon*.—Magnhild, Newfoundland-Canada SS., Sept. 13 and 27 and Oct. 6 and 20 (also calls at Carbonear and Port Union, Nfld.); Rosalind, Furness-Red Cross Line, Sept. 20 and Oct. 4; Newfoundland, Furness Line, Sept. 27 (does not call at St. Pierre).

To *Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara*.—Lady Hawkins, Sept. 20; Lady Drake, Oct. 4; Lady Nelson, Oct. 18—all Canadian National.

To *Santiago (Cuba) and Kingston (Jamaica)*.—Andalusia, Sept. 14 and Oct. 12 (calls at Montego Bay and other Jamaican outports); Calabria, Sept. 28 and Oct. 26—both Pickford & Black, Ltd.

To *Bermuda, St. Kitts, Antigua, Guadeloupe, St. Lucia, Dominica, Martinique, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo*.—A steamer, Sept. 15; Fernebo, Sept. 30; Marie Horn, Oct. 15—all Ocean Dominion SS. Corp.



*To Hamilton (Bermuda), Nassau (Bahamas), Kingston (Jamaica), and Belize (British Honduras).—Cavelier (does not call at Hamilton or Nassau), Sept. 19 and Oct. 17; Cathcart (calls at St. Georges, Bermuda, but not at Hamilton or Nassau), Oct. 3 and 31—both Canadian National.*

*To Hamilton (Bermuda), Puerto Rico, St. Kitts, Antigua, St. Lucia, Guadeloupe, Martinique, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Colborne, Sept. 13 and Oct. 25; Cornwallis, Sept. 27; Chomedy, Oct. 11—all Canadian National.*

### From Saint John

*To Alexandria, Port Said, Suez, Aden, Karachi, Bombay, Colombo, Madras, Rangoon and Calcutta.—City of Oran, American and Indian SS, Sept. 25 (cargo accepted for other Eastern ports, also for British East African ports).*

*To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Hawkins, Sept. 12 and Oct. 24; Lady Drake, Sept. 26; Lady Nelson, Oct. 10—all Canadian National.*

*To Kingston and Jamaican Outports.—San Blas, Sept. 15; I. K. Ward, Sept. 17; Harboe Jensen, Sept. 24; San Bruno, Sept. 29—all United Fruit Line.*

### From Quebec

*To Southampton.—Empress of Australia, Sept. 14; Empress of Britain, Sept. 17 and Oct. 1 and 15—both Canadian Pacific.*

### From New Westminster

*To London and Liverpool.—Vernon City, T. A. Lee & Holway, Sept. 14 (also calls at Cardiff); Moveria, Sept. 25; Gregalia, Oct. 9; Cortona, Oct. 30—all Balfour, Guthrie & Co. (also call at Glasgow); Albion Star, American Mail Line, Oct. 6 (also calls at Glasgow and Rotterdam).*

*To Liverpool, Belfast and Dublin.—Birmingham City, B. W. Greer & Son, Sept. 21.*

*To London, Hamburg, Copenhagen and Gothenburg.—Royal Star, American Mail Line, Oct. 1.*

*To United Kingdom Ports.—Bradfyne, T. A. Lee & Holway, Sept. 23; Delftdyk, Royal Mail Steam Packet, Sept. 24; Counsellor, B. W. Greer & Son, Sept. 25.*

*To Japanese Ports.—Hiye Maru, B. W. Greer & Son, Sept. 21.*

*To Shanghai.—A steamer, Sept. 15; Bellingham, American Mail Line, Sept. 15.*

*To South American Ports.—Chareas, C. Gardner Johnson & Co., Sept. 15.*

*To Mediterranean Ports.—Feltre, Empire Shipping Co., Sept. 21.*

### From Vancouver

*To Yokohama, Kobe, Shanghai and Hongkong.—Hiye Maru, Oct. 6; Heian Maru, Oct. 20 (also calls Osaka)—both Nippon Yusen Kaisha; Protesilaus, Sept. 17; Ixion, Oct. 8 (also call Miiki); Tantalus, Oct. 30—all Blue Funnel Line.*

*To Yokohama, Kobe, Shanghai, Hongkong and Manila.—Empress of Japan (calls Honolulu), Sept. 24; Empress of Asia (calls Nagasaki), Oct. 8; Empress of Canada (calls Honolulu), Oct. 22—all Canadian Pacific.*

*To Honolulu, Suva, Auckland and Sydney.—Aorangi, Sept. 14; Niagara, Oct. 12—both Canadian-Australasian Line.*

*To Sourabaya, Samarang, Batavia, Singapore, Belawan Deli, Penang, Rangoon and Calcutta.—Bengalen, Sept. 16; Silverhazel, Oct. 16—both Silver-Java-Pacific Line (also call at Manila and Iloilo).*

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464  
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**Note.—Bentley's Second Phrase Code is used by Canadian Trade Commissioners**

# Commercial Intelligence Journal

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## TABLE OF CONTENTS

	Page		Page
Manchuria's Agricultural Industry..	465	Japanese Shoe Manufacturing Industry..	483
Trade of Hongkong, January to June	469	Prices for Domestic Grain in Norway	484
Trade of the Kwantung Leased Territory..	471	Belgian Wheat Crop..	484
Fuel Oil Burners in New Zealand..	473	Canned Salmon Trade in Belgium..	485
Wheat Crop of India, 1931-32..	473	Belgo-Luxemburg Economic Union's External Trade..	485
Market for Leather Belting in India..	474	Import Monopoly for Agricultural Products in Czechoslovakia..	486
United Kingdom Market for Maple Flooring..	475	Tariff Changes, etc..	487
Metal Culverts in Netherlands India..	475	Foreign Exchange Quotations..	489
United States Trade with Canada and Other Countries..	477	Trade Inquiries..	490
Cuban Market for Meats and Lard..	479	Proposed Sailings..	491
Trade of China, January to June..	481	Codensed List of Publications..	494
Japanese Exports of Canned Provisions Increase..	482	Commercial Intelligence Service..	495

## MANCHURIA'S AGRICULTURAL INDUSTRY

PAUL SYKES, CANADIAN TRADE COMMISSIONER

Dairen, August 1, 1932.—Manchuria's agricultural resources have frequently been compared with those of the Canadian prairies, and a close parallel has been drawn between this country's economic future and Western Canada as it is to-day. Manchurian territory is unusually well suited for agricultural production. Bordered on the northwest, northeast, and southeast by mountain ranges, the whole interior of the country to the southwestern frontier is a vast plain, unbroken except for rivers and rolling hills. The soil is fertile and, since it has been cultivated for comparatively few years, is frequently so rich that artificial aids to plant growth are unnecessary. A temperate climate is an additional factor in producing unusually favourable conditions for farming.

The following review of the development of Manchuria's agricultural industry may be of interest from a general viewpoint and as indicating future trends in the demand for the agricultural products of other countries.

SEP 29 1932

### LAND AREAS

The total area of Manchuria, considered as comprising only the original "Three Eastern Provinces" of Fengtien, Kirin, and Heilungkiang, is estimated at 77,400 square ri, approximately 382,000 square miles. Of this area, equivalent to 245,000,000 acres, arable lands make up 65,000,000 acres, of which slightly



more than half is at present under cultivation. Granting that these estimates are reasonably accurate, it is apparent that Manchuria possesses approximately the same area of arable land in proportion to its total area as does Canada, but that a smaller proportion of such lands are available for occupation. Data on this subject are given herewith:—

AVAILABLE AND OCCUPIED FARM LANDS IN CANADA AND MANCHURIA

	Canada Acres	Manchuria Acres
Total land area . . . . .	1,310,000,000	245,000,000
Total agricultural land . . . . .	360,000,000	65,000,000
Area occupied . . . . .	141,000,000	32,500,000
Area available . . . . .	219,000,000	32,500,000

PRODUCTION

Farming is the traditional occupation of the great majority of Manchuria's population. It has, of course, taken the form of stock raising, field crop production, and other minor operations, but for the last twenty years the live stock industry has given way to a large increase in the growing of crops—a type of farming activity that appears destined to continue as the basis of all agricultural production. The raising of live stock has of late years shown a tendency to move westward into Mongolia, in much the same way as ranching in Western Canada was finally forced into the foothills of the Rockies. The result has been that Manchuria's occupied farm lands, excepting a small percentage of hilly country, are practically all devoted to field crop production.

FIELD CROPS

Manchuria's two principal crops are soya beans and kaoliang. The latter is known otherwise as sorghum—a tall plant very similar in appearance to Indian corn but bearing its seed in a cluster at the top rather than in ears growing from the main stock. This crop provides the staple food of the native population as well as the bulk of the grain fed to farm animals. The coarse stalks are also of great value during winter for fuel, building material and, in the form of fences, as protection from prevailing high winds. Kaoliang has recently been sown over approximately 30 per cent of all cultivated land throughout Manchuria.

The soya bean shares with kaoliang a position as Manchuria's most important agricultural product. These beans have only recently been grown in large quantities. The development since the discovery of their value and of Manchuria's adaptability to their production has been little short of remarkable. Soya beans are grown principally for export, either in the form of bean cake—large circles of compressed beans—or as bean oil or bean meal. Domestic consumption is small, and the crop is primarily a source of cash revenue.

Soya beans were originally used for fertilizing purposes. An extensive demand in Japan for such materials led to investigation of the value of soya beans as an aid to rice cultivation and as a substitute for fish products. These proving successful, a trade with Japan gave production its first impetus. Later experiments having demonstrated their further value as cattle food, for various industrial uses, and even, in some forms, for human consumption, cultivation was widely extended and—particularly with the insistent demand occasioned by the Great War—an extensive trade has now been created. Japan purchases the bulk of Manchuria's bean crop, but China, European countries, and, to a decreasing extent, the United States are also important outlets.

Soya beans are also grown in substantial quantities in China, Japan, Korea, and the United States. It is estimated, however, that the output from this ter-

ritory constitutes 60 per cent of world production. Heavier crops are raised in Manchuria, and the content of valuable constituents is higher than in any other country where their cultivation is carried on to any considerable extent.

Millet is the third most important crop, and is widely used within the country for ordinary food purposes and, with kaoliang also, for the distillation of spirits. Substantial amounts are annually exported to Korea. Maize or Indian corn is next in importance, followed by wheat, paddy-field and upland rice, and various other cereals.

Estimates in thousands of bushels of production of these various crops in 1929, the last year for which detailed figures are available, are as follows: total, 876,092, comprising soya beans, 221,825; kaoliang, 217,767; millet, 171,094; maize, 73,219; wheat, 58,714; other beans, 15,625; upland rice, 10,648; paddy-field rice, 8,483; and other, 98,717.

#### OTHER CROPS

Other products of considerable importance are tobacco, cotton, and flax. Although the tobacco crop is a large one, its quality is low and production is almost exclusively for domestic use. Cotton has been grown in South Manchuria for many centuries, even though this territory lies far outside the zone in which cultivation can usually be carried on successfully. Production has been systematically encouraged by the authorities. The flax crop is also of considerable dimensions. The plant is required for oil and fibre, the latter being in steady demand for industrial purposes.

#### LIVE STOCK INDUSTRY

Stock farming, or at least the breeding and sale of live stock, which was the principal avocation of the peoples of Manchuria and Mongolia in ancient days, has recently given way to the production of field crops. The heavy tide of Chinese immigration during the present century has been the most powerful influence tending to this result, and, as noted above, the centre of the live stock industry has gradually shifted westward towards the Mongolian frontier. Oxen, horses, mules, and donkeys are bred for farming and transport work, while cattle, sheep, and swine are raised for food and for export. The total number of live stock on Manchurian farms in 1929 is estimated at 13,980,620 head, made up of cattle, 1,605,140; horses, 2,422,410; sheep, 2,601,620; and swine, 7,351,450.

#### OTHER AGRICULTURAL PRODUCTION

With the exception of general farming and live stock breeding, Manchuria is as yet concerned with comparatively few branches of agricultural production. Among these silk cocoon culture is of fair importance. Introduced by immigrants from the Chinese province of Shantung and centred principally in Southern Manchuria, the output of wild cocoons now approximates 10,000,000 per annum and provides a basis for substantial exports of raw silk, yarn and more highly manufactured products.

Horticulture is of minor but growing importance. South Manchuria, in particular, is well suited for the growing of apples, peaches, and many other fruits, and even though the domestic market does not offer great encouragement to heavy production, increasing demand in Japan, Central and South China, and the countries of the Middle East is expected to promote extensions in the areas devoted to this branch of the industry.



## ASSISTANCE TO THE AGRICULTURAL INDUSTRY

One of the early concerns of the Government of the Kwantung Leased Territory, when this area was taken over by Japan from Russia, was to give practical assistance to the agricultural industry. To this end an experimental farm was established at Dairen, and investigations carried out to determine the types and methods of production best suited to South Manchurian conditions. Particular attention was paid to horticulture and sericulture, and studies of these subjects together with a dissemination of information obtained have contributed to improvements in quantity and quality of production noticeable in the Leased Territory in recent years.

The South Manchuria Railway Company has undertaken similar work at several points in South Central Manchuria. The main concern of these farms has been the improvement of soya bean types and methods of cultivation, and the value of such experimental work is seen in the regular increase not only in yield but also in grade. Investigations concerning other crops have also been conducted and, particularly in the case of rice, excellent results have been achieved. Live stock breeding, a field in which improvements are sorely needed throughout the country, has also been given close attention, as has the adaptability of modern farm machinery to average local conditions. That the plans for the improvement of agricultural production have been actively prosecuted is indicated by records of the wide distribution of seeds, trees, and animals to farmers. Some 50,000 bushels of seed beans, 10,000 bushels of seed rice, 385,000 fruit tree seedlings, 1,500,000 mulberry tree seedlings, and over 1,000 head of live stock have been given outright or sold at low prices from the various farms and stations managed by the South Manchuria Railway Company.

## 'INDUSTRIES RELATED TO AGRICULTURAL PRODUCTION

Two of Manchuria's principal industries are directly related to and dependent on domestic agricultural production. The more important of these is bean milling and extraction, but the flour-milling industry is also one in which heavy investments have been made and which is of substantial size.

Bean milling had its origin in the establishment, several hundred years ago, of a few small plants for the extraction of oil from hemp seed. With the growing appreciation of the merits of the soya bean, increasing output necessitated larger and more efficient extraction plants, and the industry grew rapidly until it now comprises over 400 units with an annual turnout of some 200,000 tons of oil and 2,000,000 tons of cake. The hydraulic pressure system is in use in the largest mills, most of the smaller ones still retaining the old-fashioned wedge or screw process.

Wheat flour having become a staple article of diet in Manchuria, the flour-milling industry has grown to be of considerable importance. Large quantities of wheat are still milled in small plants—even by the farmers themselves with coolie or donkey labour—but modern mills have been established in several parts of the country. There are now some forty-five mills of substantial size throughout Manchuria, all equipped with modern milling machinery. Most of these are in the Harbin and Changehun districts.

## MANCHURIA'S TRADE IN AGRICULTURAL PRODUCTS

The basis of Manchuria's export trade is that in agricultural products. In 1930, the last year for which complete statistics are available, total exports from Manchuria were valued at \$180,682,153. Of this figure, beans, bean cake, and bean oil alone made up \$52,558,107, \$30,422,268, and \$12,194,353 respectively, totaling \$95,174,728 or over 52 per cent of the whole. Exports of millet, kaoliang,

other beans, seeds, and miscellaneous cereals made up a further amount of \$26,544,907, bringing the figure of export shipments of principal agricultural products in 1930 up to \$121,719,635, over two-thirds of the year's value of all exports. This unusually high ratio of the value of exports of principal agricultural products to total export trade is clearly illustrative of Manchuria's dependence on her agricultural resources.

Import statistics are of equal interest, as showing a considerable import trade in wheat flour and various cereals and seeds. Despite a quite substantial production of wheat amounting to 58,714,000 bushels in 1929, imports of flour in 1930 reached the high value of \$8,260,278, and those of miscellaneous cereals and seeds (principally rice, peas, and barley) a figure of \$3,315,059. The country, as long as it concentrates, as in the past, on bean production, must obviously extend its farming operations before reaching a point of self-sufficiency as to food supplies. In the meantime wheat, wheat flour, and other cereals and cereal products must be imported to augment local supplies.

## TRADE OF HONGKONG, JANUARY TO JUNE

V. E. DUCLOS, CANADIAN TRADE COMMISSIONER

Hongkong, August 9, 1932.—According to the official statistics issued by the Imports and Exports Department of the Government of Hongkong, the imports into Hongkong for the first six months of 1932 were valued at HK\$335,400,000 (U.S.\$77,050,000) as compared with HK\$367,000,000 (U.S.\$86,240,000) for the same period in 1931—a decrease of U.S.\$9,190,000—while exports totalled HK\$242,600,000 (U.S.\$56,660,000) as compared with HK\$272,700,000 (U.S.\$63,900,000)—a decrease of U.S.\$8,260,000.

Practically all the imports into Hongkong are re-exported.

### VALUES BY COUNTRIES

The following table shows the total value of imports and exports by some of the principal countries for the first six months of 1931 and 1932:—

	Imports		Exports	
	1931	1932	1931	1932
	Thousands of Hongkong Dollars			
United Kingdom . . . . .	44,143	46,439	2,815	1,673
Australia . . . . .	2,976	7,452	706	760
Burma . . . . .	3,027	4,682	981	1,000
Canada . . . . .	2,609	4,070	1,440	1,122
India . . . . .	7,693	8,153	5,156	3,443
Straits Settlements . . . . .	7,543	5,273	18,789	12,237
Belgium . . . . .	7,639	7,858	254	23
North China . . . . .	45,648	40,903	30,698	30,126
Middle China . . . . .	7,014	6,657	23,705	26,144
South China . . . . .	42,251	35,472	88,071	81,252
Indo-China . . . . .	29,311	28,340	18,046	14,270
Germany . . . . .	18,216	14,866	1,053	836
Holland . . . . .	1,936	3,385	297	283
Italy . . . . .	2,345	1,578	40	56
Japan . . . . .	37,080	9,731	13,887	7,137
Macao . . . . .	5,360	4,729	11,673	11,416
Netherlands East Indies . . . . .	32,392	34,620	5,433	6,805
Philippines . . . . .	1,122	854	7,109	5,239
Siam . . . . .	25,411	28,080	12,347	8,135
Sweden . . . . .	1,434	2,173	46	32
United States . . . . .	28,875	26,754	12,114	8,150

The percentage of imports from the British Empire into Hongkong has been steadily increasing. In the first six months of 1930 the figure stood at 17.2, in 1931 at 19.6, and in the period under review at 23.6.



Imports from Japan, which have been adversely affected by the Chinese boycott, in 1930 accounted for 12·3 per cent of the total, in the first half of 1931 for 10 per cent, and in the period under review for 2·9 per cent.

Australia's share has advanced from 0·8 per cent to 2·2 per cent, the increase being almost entirely due to large importations of wheat flour, which increased from the comparatively small figure of 2,436 tons (HK\$78,097) to 42,647 tons (HK\$1,125,352). Imports from the United States declined from 31,948 tons (HK\$1,111,844) to 25,762 tons (HK\$689,054). Canadian shipments of flour increased from 9,115 tons (HK\$306,111) in the first six months of 1931 to 14,788 tons (HK\$430,056) in the period under review.

#### CANADA'S SHARE OF THE TRADE

The figures for the first six months of this year show that Canada's share of this trade is almost double that of the corresponding period of 1931—HK\$4,070,000 (U.S.\$936,100) as against HK\$2,609,000 (U.S.\$632,870)—almost every item showing an increase over the same period of last year, and several new commodities being introduced.

The following values given in United States dollars were arrived at by converting the Hongkong dollar at the average for 1931 (23½) and 1932 (23):—

*Cattle.*—Imports of live cattle were valued at \$459,985 as against \$979,830 in the first six months of 1931. South China's share of the trade fell from \$199,831 to \$184,744; that of Canada increased from \$24,722 to \$25,437.

*Lumber.*—Imports of Douglas fir from Canada remained at about the same figure—\$16,587 in the 1931 period and \$16,653 in 1932. Cottonwood for the match industry, and barrel staves, were imported from the Dominion; these are probably shown under the heading of "softwoods," under which an item of \$5,638 appears.

*Fish and Fishery Products.*—Dry salt herring forms the largest item in which Canada participates under this heading, but there is some trade in dry salted pink salmon. The trade in herring was seriously hampered this year owing to the Sino-Japanese trouble in Shanghai, but the figures show an increase—\$176,820 as against \$138,882.

*Cereals.*—Imports of wheat bran from the Dominion increased from \$1,522 to \$4,113, of barley from \$5,765 to \$6,864, and of cereals not otherwise enumerated (probably feed oats) from \$9,681 to \$11,000.

*Potatoes.*—No potatoes were imported from Canada in 1931; shipments for the four months commencing February were valued at \$10,593. It seems to be impossible to ship fall potatoes later than April, but the Canadian exporter should get into the market earlier this year.

*Butter.*—Imports from Canada to the value of \$4,335 for the first six months of 1932 have already exceeded the total imported during the whole of 1931 (\$3,947).

*Cheese.*—Imports of Canadian cheese increased slightly from \$1,306 to \$1,945. Total imports amounted to \$16,783.

*Meat and Fish (Tinned and Potted).*—The total imports under this classification increased from \$119,420 to \$126,359. The United States was the principal supplier with \$69,737 for the first six months of this year. The value of the imports from Canada increased from \$843 to \$3,826.

*Milk (Condensed).*—Although considerable difficulty has been experienced by importers of condensed milk due to severe price cutting, the shipments of Canadian milk have increased in value from \$15,150 to \$21,763.

*Oatmeal.*—Although the total imports of oatmeal dropped by almost \$14,000 to \$27,718, Canada's share remained almost the same with a value of \$8,203. Imports from the United States fell from \$30,000 to \$17,145, or almost the same as the drop in the total.

*Wines and Spirits.*—Imports of spirits from Canada amounted to \$1,516 for the whole of 1931; for the six months of 1932 they were valued at \$2,916. Total imports fell from \$202,908 to \$181,078. The principal supplier is the United Kingdom, whose share dropped from \$165,101 to \$126,976.

*Lead (Pig).*—Canada's shipments showed a slight increase from \$5,773 to \$6,665; the total value fell from \$55,380 to \$34,124.

*Newsprint.*—Although Canada's share of this trade is still small, a large increase is shown for the first six months of 1932—\$91,338 as against \$403. On the other hand, Japan's share fell from \$163,111 to \$50,470.

*Sulphate of Ammonia.*—The first shipments of this fertilizer from the Dominion to Hongkong, have recently been made; the value for the period under review was \$15,693. There is every possibility of this trade increasing.

*Tubes, Iron and Steel.*—While the total imports of tubes remained about the same with a value of \$97,358, Canada's share dropped from \$31,402 to \$9,386. Imports from the United Kingdom were steady at \$57,487, and those from the United States increased from \$1,395 to \$20,617.

*Motor Cars.*—The total value of the motor cars imported into Hongkong increased from \$127,173 to \$291,062. The principal suppliers are the United States with \$174,353 against \$99,878, and the United Kingdom with \$86,099 against \$11,187. Canada's shipments increased in value from \$1,196 to \$13,456.

*Leather.*—The trade in Canadian leather, both sole and uppers, continues to show a considerable increase. In sole leather the value for the period under review was \$8,255 compared with \$2,686 for the first six months of 1931. Upper leather was valued at \$26,409 against \$18,761.

## TRADE OF THE KWANTUNG LEASED TERRITORY

PAUL SYKES, CANADIAN TRADE COMMISSIONER

[NOTE.—The value of the yen in terms of gold dollars has been arbitrarily placed at 50 cents for 1931 and 33½ cents for the first six months of 1932]

Dairen, August 6, 1932.—It has been explained in previous reports that Dairen is the principal centre of Manchuria's import and export trade. Trade returns for this port therefore may be taken as closely indicative of the total. In this connection, recently issued statistics of the value and composition of imports into and exports from the Kwantung Leased Territory and the port of Dairen are of considerable interest.

### IMPORTS

For the first six months of the current calendar year, imports into Dairen were valued at 79,452,793 yen (G\$26,484,264). This figure exceeded yen values of imports during the same period of 1931 by 29,515,268 yen, but, counting the totals for both periods in terms of gold dollars, the excess was only \$1,515,501. Principal imports, together with recorded values in yen and gold dollars for the first six months of 1932, were as follows:—



	Yen	Gold \$
Cotton piece goods . . . . .	10,389,882	3,463,294
Raw cotton . . . . .	5,273,242	1,757,747
Sugar . . . . .	4,848,576	1,616,192
Wheat flour . . . . .	4,712,183	1,570,728
Tobacco . . . . .	3,813,428	1,271,143
Building materials . . . . .	3,492,934	1,164,311
Cotton yarn . . . . .	2,887,202	963,401
Medicines . . . . .	2,426,751	808,917
Kerosene . . . . .	1,067,660	355,887
Rice . . . . .	360,399	120,133

## EXPORTS

Export values for the past six months show a substantial increase in yen currency over those for the same period in 1931. Total exports through Dairen were valued at 171,393,277 yen or G\$57,131,092 during the first half of 1932. Corresponding figures for the preceding year were 120,254,252 yen and G\$60,-127,126. It will be noted that the substantial excess of 51,139,025 yen in 1932 over 1931 has been more than counterbalanced by the depreciated value of local currency and that, in gold dollars, export values actually declined by \$2,996,034. Principal exports and recorded values in the two currencies for January-July, 1932, are as under:—

	Yen	Gold \$
Soya beans . . . . .	47,293,803	15,764,601
Bean cake . . . . .	42,945,869	14,315,290
Bean oil . . . . .	12,876,157	4,292,052
Coal . . . . .	10,673,217	3,557,739
Kaoliang . . . . .	7,380,232	2,460,077
Pig iron . . . . .	4,558,476	1,519,492
Peanuts . . . . .	4,238,680	1,412,893
Cotton goods . . . . .	3,184,673	1,061,558
Mungo beans . . . . .	2,641,707	880,569
Maize . . . . .	1,057,652	352,551
Tussah silk . . . . .	557,755	192,585

## BALANCE OF TRADE

The total values of imports into and exports from the Kwantung Leased Territory during the first six months of 1932, compared with those of 1931, are as follows:—

	1931		1932	
	Yen	Gold \$	Yen	Gold \$
Imports . . . . .	49,937,525	24,968,763	79,452,793	26,484,264
Exports . . . . .	120,254,252	60,127,126	171,393,277	57,131,092
Favourable balance . . . . .	70,316,727	35,158,363	91,940,484	30,646,828

The balance is seen to have been a favourable one in both half years, exports having exceeded imports by 70,316,727 yen or G\$35,158,363 in 1931 and by 91,940,484 yen or G\$30,646,828 in 1932. The increase in import values in gold yen amounted to 59 per cent, while that in exports was 42.5 per cent. The greater increase in imports, together with the serious fall in the value of yen currency, measured in terms of gold dollars, has led to the decreased favourable trade balance, in the latter denomination, of \$4,511,535.

Added to the above, it may be said that, statistics of the volume of import and export trade not being yet available, it may be estimated that outward shipments of Manchurian products have shown considerable physical increases, since only in this way, with prices at unusually low levels, could greater values have been recorded. Manchuria is obviously in the same position as many other countries in relation to export trade in that she finds it must be carried on at considerably less profit than in the past.

Imports are not expected to show any considerable changes in volume. The variation between the yen totals for the two periods under review corresponds

very closely to that between the value of this currency in terms of gold and, beyond slight changes in origin and composition, no striking features are likely to appear from more detailed analyses.

#### COLLECTION OF STATISTICS

In considering the above data, the point must be borne in mind that the collection of import and export statistics in Manchuria, formerly carried on by the Chinese Maritime Customs, has now been taken over by a new administration. Differences in classification and methods of valuation will no doubt affect the comparability of data, but those given herewith may be accepted as reasonably accurate.

### FUEL OIL BURNERS IN NEW ZEALAND

H. L. E. PRIESTMAN, ACTING TRADE COMMISSIONER

Auckland, August 2, 1932.—From time to time efforts have been made to place on the New Zealand market various types of fuel oil burners for domestic heating. Some of these burners are designed for use with fuel oil that is either too dear or not readily procurable in this Dominion, and in consequence care must be exercised in endeavouring to market heating equipment which in the final analysis might not be reasonably competitive with coal.

The fuel used by the vapourizing type of oil burner which in Canada appears to operate satisfactorily on No. 1 fuel oil of from 38 to 42 gravity is almost the same as a power kerosene sold in New Zealand, being only very slightly heavier than the type of this kerosene obtainable in New Zealand.

No. 3 domestic fuel oil of from 28 to 32 gravity (0·887 to 0·865) is similar in specific gravity to Solar oil of 0·880 and Balik Papan fuel oil of 0·910 specific gravity, which are two of the main fuel oils imported into New Zealand for central heating or for use in small burners.

Solar oil is sold free on rail or boat in the principal cities of New Zealand (Auckland, Wellington, Christchurch, and Dunedin) at 1s. 1d. (26 cents) per gallon. Balik Papan fuel oil sells at from 99s. 6d. (\$24.30) to 109s. (\$26.46) per ton ex tanks, and free on rail at these principal cities at from 105s. 6d. (\$25.63) to 113s. (\$27.45). The f.o.b. prices are approximately the same as those quoted for f.o.r.

These are recent quotations, subject to market fluctuations for delivery as specified in customers' own drums.

From these figures it will be realized of course that there is some limitation in the types of oil central heating which can be economically used at the present time in this Dominion.

### WHEAT CROP OF INDIA, 1931-32

Mr. R. T. Young, Canadian Trade Commissioner in Calcutta, writes under date August 13, 1932, that the total area reported under cultivation for the fiscal year ended March 31 last was 33,749,000 acres as against 32,189,000 acres in the previous year, or an increase of 5 per cent. The total crop which has already been harvested is estimated at 336,968,000 bushels as compared with 347,384,000 bushels last year, or a decrease of 3 per cent. The yield per acre of 9·98 bushels in the present season is the lowest since 1927-28 when it was 9·03 bushels. The decreases this year have been in the two principal wheat growing tracts, the Punjab and the United Provinces.



In the official year 1931 wheat exports totalled 7,336,000 bushels, in 1932—754,133 bushels, while for the first quarter of the current year they have been 18,666 bushels. On the other hand imports have been as follows:—

	1928-29 Bushels	1929-30 Bushels	1930-31 Bushels	1931-32 Bushels
Australia . . . . .	19,749,333	14,377,333	7,802,666	4,106,666
Canada . . . . .	560,000	261,333	.....	.....
Argentina . . . . .	373,333	224,000	.....	.....
Total . . . . .	20,682,666	14,862,666	7,802,666	4,106,666

There have been no imports from April to July of this year; the figure for the corresponding period of last year was 3,007,648 bushels. The present duty of Rs. 2/8 per cwt. (112 lbs.) has had the effect of curtailing imports.

## MARKET FOR LEATHER BELTING IN INDIA

R. T. YOUNG, CANADIAN TRADE COMMISSIONER

Calcutta, July 30, 1932.—India's annual imports of leather belting amount to approximately Rs. 3,500,000, although in 1930-31, the latest period for which complete returns are available, they were considerably less and amounted to Rs.2,860,700. The United Kingdom supplies 70 per cent of the leather belting imports, the United States 20 per cent, and Japan 3 per cent. Only in the returns for 1928-29 is Canada separately mentioned—to the value of Rs.2,245. The high prices quoted by Canadian exporters have militated against business.

The chief demand for leather belting comes from the cotton and jute mills, from railway workshops and numerous large industrial firms and factories. Where it has been found practicable, leather belting is gradually being supplanted by that of rubber, as the latter is found to be cheaper, more economical and in many cases more efficient. This accounts, in some degree, for the falling off in imports of leather belting. The values of imports of belting other than leather, which include rubber and coir, were Rs.3,717,075 in 1929-30, and Rs.2,600,053 in 1930-31. In addition to leather, rubber and coir, there are large imports of cotton belting. India is a producer of leather belting, but not of a quality to equal the imported variety.

Leather belting is used in all sizes from 1½ inches to 4 inches and even larger, but the greatest demand is for the 3½- and the 3-inch sizes, which are used extensively for the loom drive in jute mills. The thickness of the above sizes is from 3/16 to 7/32 inches, and usually two grades are imported. Samples and prices are on file at the Department of Trade and Commerce, Ottawa, and may be obtained by interested Canadian firms upon request.

### PACKING, REPRESENTATION, ETC.

Leather belting shipped to India is packed in rolls in wooden cases securely bound, the number of rolls per case depending on the weight of the belting, but, roughly speaking, the 1½-inch size is usually packed in six rolls of 300-400 feet per roll per case, while the 4-inch size comes in three rolls of 300-400 feet per roll per case. Formerly leather belting entered duty free, but it is now assessed at 10 per cent ad valorem.

In considering the best method of representation it should be kept in mind that a manufacturer's representative or agent usually has not the available capital to invest in stocks which must be carried if efficient service is to be rendered, and that his principal must be willing to place stocks on consignment or have them held at this point by the bank to be drawn against on bona fide orders.

Large importing houses which would act not only as agents but also as distributors do not care to tie up their capital by carrying stocks on their own account, particularly in unknown brands which are faced with the strong competition of old-established brands. This means that a Canadian manufacturer or exporter of leather belting who desires to secure a share of this market must advertise to make his product known. Some of the large English manufacturers and exporters of leather belting who have supplied the Indian market for a considerable number of years have their own direct organizations in the country to take care of their business. This also applies to rubber belting manufacturers.

The usual terms of payment are 30, 60, or 90 days D/A or D/P. The former terms are granted only to firms of undoubted standing. The customary agent's commission is from 5 to 7½ per cent on the factory value of the goods. Manufacturers and exporters should be careful not to quote a discount for cash from date of invoice.

### UNITED KINGDOM MARKET FOR MAPLE FLOORING

The Department of Trade and Commerce is in frequent receipt of inquiries for Canadian sources of maple flooring. The following are the usual dimensions (in inches) called for in this market: 1 by 2¼, 1 by 2¾, 1 by 3, 1 by 4¾, 1¼ by 2¼, 1¼ by 2¾, 1¼ by 3, 1¼ by 4. Thin overlay flooring, in dimensions (in inches) of 1 by 2½, of nominal size ¾ by 2, and 1 by 2, which finishes ¾ by 1½.

Quotations for the above are given on all four grades—that is to say, the prime, first, second, and third. The United Kingdom market does not require all the above sizes, but they are given in order to indicate the scope of the competition.

Canadian exporters of maple flooring are requested to write the Department at Ottawa, quoting file 17925-2.

### METAL CULVERTS IN NETHERLANDS INDIA

B. C. BUTLER, ASSISTANT TRADE COMMISSIONER

Batavia, Java, August 9.—Total imports of metal culverts, flumes, gates and fittings into Netherlands India during the three years 1929, 1930, and 1931 approximated \$175,000; 1929 was the peak year with a value of \$92,328. The year 1930 showed a considerable decline with a total of \$34,651. Complete statistics are not yet available for Netherlands India for 1931, but total imports are estimated at less than \$16,000. Imports last year into Java alone totalled \$11,543. A considerable portion of the 1929 imports were for an American oil company in Sumatra, which carried on a large construction program in that year.

The chief source of supply is the United States, whose share is 90 per cent or higher. In 1929 Germany furnished a small quantity. One large American manufacturer using a well-known steel has almost the entire market.

The success of this company has been due largely to a carefully planned and executed advertising campaign, on which a large sum of money has been expended to popularize not only the brand of their culvert but also the steel from which it is made. There is a continuous distribution of advertising literature and sales letters addressed to the local government engineers, private contracting and engineering companies, estates and estate-supply companies.

In addition to advertising, this company had a staff engineer resident in the territory for a period of some months, who trained a qualified engineer who



was left attached to the large general import firm which acted as agents. As a result of these efforts, the name of this company's products are synonymous with culverts in this market. Another manufacturer in the United States is represented in the territory, but has never made any headway against the established make. A Canadian manufacturer wishing to enter this territory would find it advisable, perhaps obligatory, to do some advertising.

The largest single purchaser of these materials is the Government, which takes at least 75 per cent of the total imports in normal times. Other purchasers are tea, rubber, sugar and other estates, and the several municipal and civic governments. The chief use is in the large irrigation works maintained by the Central Government. The island of Java is traversed by a network of irrigation and drainage canals, which ensure the native population and the large estate interests a reliable water supply for the several agricultural crops. The other uses include the usual drainage and road-building work.

The greatest demand is for culverts and gates, which together constitute perhaps three times the demand for flumes. It is necessary for a manufacturer to offer all three.

The sizes range from 8 to 84 inches in both culverts and gates, and from No. 12 to No. 72 for flumes (Calco-Lennon type). The culvert sizes in most demand are 18-, 21-, 24-, and 36-inch.

The following table lists the weights for each diameter and the gauges as offered by the established make:—

Diameter		Kg.	Diameter		Kg.
16 gauge—		per Metre	14 gauge—		per Metre
8	inch . . . . .	12.66	30	inch . . . . .	47.76
10	“ . . . . .	15.20	36	“ . . . . .	56.56
12	“ . . . . .	17.55	42	“ . . . . .	65.50
15	“ . . . . .	21.59	12 gauge—		
18	“ . . . . .	24.99	48	inch . . . . .	103.47
21	“ . . . . .	28.44	60	“ . . . . .	128.28
24	“ . . . . .	32.16	10 gauge—		
			72	inch . . . . .	194.18
			84	“ . . . . .	225.43

The standard, nestable, corrugated, galvanized culvert is in general use, and the materials best known are Armeo and Keystone copper-bearing steel. It should be remembered that the work of assembling and laying nestable culverts, flumes, and gates is largely done by native coolies. All fittings and parts required in the assembly should therefore be as simple as possible, consistent with efficiency in use.

Prices may be quoted per foot in Canadian dollars c.i.f. Netherlands Indies ports, although importers quote buyers per metre and in local currency. While some occasional orders might total a carload lot, most of them would be for less. In order to compete, however, manufacturers would be required to quote rock-bottom prices, and it would probably be necessary to grant carload quotations even on small quantities.

With the present discount on Canadian funds, Canadian manufacturers are in a favourable position to make an entry into this market. Good shipping facilities with low freight rates are available from Vancouver.

The packing is quite simple, consisting merely of strappings of galvanized iron wire. As in all other shipments to this market, care must be taken that packing is sturdy. Gates come packed in heavy wooden crates.

The most satisfactory representation is provided by an engineering firm or a general import house with an engineering department. In either case it is desirable that arrangements be made to have a specialized salesman devote all, or most of his time, to the line. The Government, the largest purchaser, places all its business with local importers through the Government Purchasing Department (I.C.A.) located at Bandoeng, Java. No business is placed direct with

manufacturers if it is possible to book it through a resident agent-importer. Tenders for specific quantities are mailed to all import houses handling the product required and, all other things being equal, the business is usually placed with the lowest tenderer.

Business in these lines is generally on a cash against documents basis. Since the bulk of the orders are for Government supply, importers receive payment within thirty or sixty days at the most, and it is therefore not necessary for exporters to give their resident representative long terms. Certain small stocks should be carried if the importer is to be in a position to quote on the other business offering from estates and other users. In the case of a new brand it might be desirable for the exporter to assist his representative by shipping these stocks on consignment. They would not be large in comparison with the orders placed for Government supply and would therefore not involve a great amount of capital.

While present conditions in this territory are distinctly subnormal, as they are in other parts of the world, reliable authorities believe that with the improvement of conditions universally, the demand for culverts, flumes, and gates will expand considerably. Up to the present, except in the year 1929, Java has absorbed most of the imports of these lines into Netherlands India. With an improvement in economic conditions, great developments are expected to take place in Sumatra, Borneo, and the other islands of the Netherlands Indies Archipelago. Many sections of these islands are swampy, jungle land which will require draining before they will be suitable for settlement, road building, or other developments. The market for culverts and flumes in this country can reasonably be expected to be at least as great as, if not greater than, it has been in the past.

Competition from cement and other kinds of non-metallic culverts is mainly on a price basis, although this factor is frequently rendered unimportant in the face of the greater convenience and adaptability of the higher priced metal product. The soft, swampy nature of the soil in many of the undeveloped parts of Netherlands India makes it necessary that steel culverts be used in order to provide the required elasticity as the subsoil settles. Another point in favour of the metal culvert as against cement and other bulky materials is the ease with which the former can be transported into mountainous or inaccessible districts.

Recent increases in the tariff of Netherlands India have raised the duty on culverts to 9 per cent ad valorem, and on gates and flumes to 18 per cent. Other charges before the goods are laid down in the importer's warehouse total between \$2.50 and \$4 per ton, depending on the port.

## UNITED STATES TRADE WITH CANADA AND OTHER COUNTRIES

FREDERIC HUDD, CANADIAN TRADE COMMISSIONER

New York, September 9, 1932.—According to the Monthly Summary of Foreign and Domestic Commerce issued by the United States Bureau of Commerce, while United States exports to all countries in the six months ending June 30, 1932, declined 36 per cent as compared with the corresponding period of the previous year, United States exports to Canada declined 42 per cent, having a value of \$132,694,280 as compared with \$232,448,501 in the corresponding period of the previous year. United States imports from all countries in the six months ending June 30, 1932, declined 32.4 per cent, while imports from Canada declined 28.7 per cent, having a value of \$99,554,791 as compared with \$139,743,560 in the previous period.

Declines occurred in United States exports to Canada of all major items with the exception of apricots, which increased from 350,526 pounds valued at



\$36,533 to 813,770 pounds valued at \$64,494. Exports of prunes rose from 7,348,221 pounds valued at \$356,098 to 9,977,888 pounds valued at \$351,971. An increase occurred also in the exports of raw cotton, exports for the six-months' period of 1931 being 37,505,559 pounds valued at \$3,844,823 as compared with 43,936,505 pounds valued at \$2,950,138 in the comparative period of 1932.

With two exceptions, all major items imported by the United States from Canada declined also, but imports of copper ore rose from 5,890 pounds valued at \$409 to 3,897,450 pounds valued at \$253,322, and imports of refined copper rose from 19,358,470 pounds valued at \$1,891,517 to 76,009,041 pounds valued at \$5,142,362.

The following comparative table shows the more important items in which decreases or increases occurred in United States exports to or United States imports from Canada, in the six months ending June, 1932, as compared with the corresponding period of the previous year:—

## CHIEF UNITED STATES EXPORTS TO CANADA

	1931		1932	
Hams and shoulders, cured . . . . .Lbs.	2,481,509	\$ 414,835	236,906	\$ 26,558
Bacon (all cured sides and backs, except pickled) . . . . .Lbs.	885,449	95,906	260,372	16,312
Other pork, pickled or salted . . . . .Lbs.	1,864,053	170,434	840,169	49,261
Lard . . . . .Lbs.	5,985,572	553,055	3,654,462	185,937
Milk, evaporated, unsweetened . . . . .Lbs.	213,594	17,426	121,126	11,251
Goat and kid upper leather (including glazed kid, black) . . . . .Sq. ft.	2,050,135	440,814	824,723	148,239
Goat and kid upper leather, other . . . . .Sq. ft.	1,615,844	454,797	1,124,877	229,893
Corn . . . . .Bush.	512,458	418,553	1,261,996	486,034
Wheat . . . . .Bush.	6,002,770	4,859,119	667,258	522,268
Raisins . . . . .Lbs.	7,318,983	384,586	4,880,902	288,129
Apricots . . . . .Lbs.	350,526	36,533	813,770	64,494
Prunes . . . . .Lbs.	7,348,221	356,098	9,977,888	351,971
Pineapples . . . . .Lbs.	2,244,407	230,646	326,587	23,230
Sugar, refined . . . . .Lbs.	1,375,804	32,143	698,447	11,956
Leaf tobacco, bright, flue-cured . . . . .Lbs.	5,599,815	1,177,147	4,013,541	942,991
Corn starch and corn flour . . . . .Lbs.	2,130,084	64,199	1,368,590	27,634
Raw cotton except linters-upland, under 1½ inches . . . . .Lbs.	37,505,559	3,844,823	43,936,505	2,950,138
Cotton cloth (unbleached) sheeting 40 in. wide and under . . . . .Sq. yd.	2,109,442	129,655	1,401,440	63,566
Book paper, not coated . . . . .Lbs.	2,235,026	132,529	1,835,218	88,180
Bituminous coal . . . . .Tons	3,825,159	16,585,529	2,859,832	11,978,343
Iron and steel plates, not fabricated . . . . .Lbs.	53,924,081	1,061,975	6,798,037	150,972
Steel sheets, galvanized . . . . .Lbs.	6,538,291	242,961	871,597	26,647
Steel sheets, black . . . . .Lbs.	70,337,813	2,321,603	42,986,094	1,387,329
Tin plate and terne plate . . . . .Lbs.	3,983,670	177,123	1,281,212	47,153
Welded black pipe, steel . . . . .Lbs.	4,402,361	221,512	849,665	54,742
Refined copper in ingots, bars or other forms . . . . .Lbs.	3,195,422	316,579	73,989	9,362
Copper rods . . . . .Lbs.	6,280,495	643,308	289,915	34,677
Other insulated copper wire . . . . .Lbs.	365,677	115,285	46,573	11,243
Passenger cars and chassis, not over \$850 .No.	3,739	2,261,864	638	319,669
Over \$850 and not over \$1,200 .No.	1,450	1,293,845	169	148,906
Automobile parts for assembly . . . . .		8,169,015		6,594,883

## CHIEF UNITED STATES IMPORTS FROM CANADA

Cattle hides, wet salted . . . . .Pieces	89,932	285,683	119,579	146,406
Undressed furs, fox, other than silver or black . . . . .No.	23,276	507,128	17,687	280,453
Flaxseed . . . . .Bush.	892,721	1,036,024	184,270	174,478
Sulphite wood pulp, unbleached . . . . .Tons	53,931	2,360,449	32,194	1,108,074
Sulphite wood pulp, bleached . . . . .Tons	89,518	5,972,924	76,864	4,133,529
Sulphate wood pulp, unbleached (kraft pulp) . . . . .Tons	17,997	1,122,445	7,971	377,786
Sulphate wood pulp, bleached . . . . .Tons	10,456	961,421	10,613	958,430
Standard newsprint . . . . .Lbs.	1,826,624,129	51,437,286	1,602,501,651	39,566,982
Copper ore . . . . .Lbs.	5,890	409	3,897,450	253,322
Copper concentrates . . . . .Lbs.	16,706,759	1,228,800	9,589,198	708,662
Copper, unrefined black, blister and converter . . . . .Lbs.	19,708,345	2,715,576	18,123,954	1,285,252
Copper, refined . . . . .Lbs.	19,358,470	1,891,517	76,009,041	5,142,362

## UNITED STATES TRADE WITH FOREIGN COUNTRIES

The total trade of the United States for the six months ending June, 1932, was \$1,588,972,020 in comparison with \$2,423,116,482 for the same period last year. Exports during this period declined from \$1,315,965,734 to \$841,077,332, a decrease of 36 per cent, while imports fell from \$1,107,150,748 to \$747,894,688 or 32.4 per cent. Substantial declines occurred in both United States imports and exports in the case of all the principal countries.

The following table indicates United States trade with the principal countries for the six months ending June 30, 1932, in comparison with the corresponding period of the previous year:—

Country	Exports		Imports	
	1931	1932	1931	1932
Canada . . . . .	232,448,501	132,694,280	139,743,560	99,554,771
United Kingdom . . . . .	227,027,454	148,022,388	70,565,508	40,585,472
Australia . . . . .	14,416,751	13,545,742	7,260,500	3,035,480
New Zealand . . . . .	6,692,005	4,785,926	2,174,546	1,232,817
British Africa (South) . . . . .	14,230,331	7,954,509	2,416,268	1,499,307
Irish Free State . . . . .	2,947,629	2,565,564	1,694,666	201,849
British India . . . . .	20,841,606	15,403,077	32,140,617	20,571,117
West Indies and Bermuda . . . . .	50,913,176	31,458,046	78,499,877	60,195,574
Bermuda . . . . .	2,406,123	1,411,761	309,411	275,344
Argentina . . . . .	30,595,525	15,174,887	17,211,738	10,088,748
Brazil . . . . .	14,726,421	13,764,887	61,630,298	49,815,106
France . . . . .	72,833,654	54,802,912	37,257,394	22,203,502
Germany . . . . .	89,337,005	63,405,828	63,307,225	38,356,169
Italy . . . . .	26,490,359	22,426,495	29,679,384	23,366,730
Soviet Russia in Europe . . . . .	68,736,962	6,974,475	6,294,021	4,760,636
China . . . . .	36,756,166	31,824,724	40,360,987	14,933,404
Japan . . . . .	78,230,236	76,659,379	97,329,180	68,671,145

## CUBAN MARKET FOR MEATS AND LARD

JAMES CORMACK, CANADIAN TRADE COMMISSIONER

Havana, August 8, 1932.—Cuba has for long been a good cattle country, especially in the Provinces of Camaguey and Santa Clara, but it is only since the Tariff Act of 1927 that the domestic industry in cattle, hogs, sheep, and goats has adversely affected the import trade in packing house goods. Until that time animal fats, and many types of meat, were for the most part imported. The emergency tax law of January, 1931, accelerated the movement that had already well begun, and a further increase in protection has recently been made. The former large import trade in Tasaajo or jerked beef, for example, has disappeared. In 1924 it was valued at \$6,397,913, in 1930 at \$1,888,234, and now all is made locally.

There are eight packers in this city, chiefly branches of well-known American houses. The market is well catered to and competition is keen. Normally it is a good market, but in recent years tariff increases and reduced purchasing power have made the importing end of the business relatively small.

## LARD

Of all packing house products, lard and lard compounds are the big sellers. The consumption last year is estimated to be around 40,000,000 pounds; normally it is at least 50 per cent more. There is no domestic production of pure lard, but the local plants are all producing a compound since the recent increase in the protective duty. Pure lard all comes from the United States and is brought in chiefly in tank cars and refined in Cuba. It costs 18¼ to 18½ cents delivered here. There is an imported compound, which is delivered in the stores at from 12 to 14 cents. Cotton seed, sunflower seed, and peanut and olive oil are used as compounds. There are at least six large plants in Cuba for crushing oil-



bearing seeds. Crude sunflower seed oil from a mill near Matanzas is quoted at 8 to 8½ cents in tank cars.

#### DRY SALTED MEATS

Dry salted pork is imported in good quantities from the United States. Most of it comes in refrigerated cars on the ferry and the sea-train, although some is imported in 500-pound boxes by steamer. The trade is mostly in bellies; but fat back pork is preferred in the Santiago area. Prices for bellies are from 14 to 17 cents, according to the grade. The sizes required are 10/12, 12/14, 14/16, 16/18, 18/20, and 20/25. Stag bellies are 30 pounds up, and if too heavy are cut in two. Dry salted shoulders are imported in two kinds, known to the trade as New Orleans and New York shoulders. The latter are generally higher in price. There is now no trade in barrelled beef or pork, both of which were formerly big sellers, because fresh meat is so cheap. Live beef costs about 2 cents per pound at Camaguey. In this city, however, the two local killing houses have agreed to pay 3 cents per pound live weight for beef from the country shippers, and in return they are protected by a local ordinance which puts a tax of 10 cents per kilo on all dressed beef entering the city.

#### HAMS AND BACON

These are mostly processed here, and are imported from the United States in sweet pickled form. They are then heavily (export) smoked locally on account of the heat and the fact that the stores are without refrigeration. The packers guarantee them for thirty days. They are brought to Cuba loose in cars. After smoking they are wrapped in paper and in muslin sacks. Leg hams average from 10 to 12 pounds; prices are from 28 to 32 cents. Picnic hams weigh from 6 to 8 pounds and cost from 28 to 32 cents per pound. Very little bacon is sold in Cuba, and most of it is imported in the same way, although a little is imported sliced. These items are bought by storekeepers from the packing plants in small quantities. Buying is from hand to mouth because of the rapid deterioration.

#### OTHER MEATS

There is little or no market for fresh "domestic" sausage in Cuba; dry sausages are all made locally on account of the high protective duties. Vienna and "farmer" types are in demand. Vienna sausages are packed in 4- and 5-ounce tins. Most of the canned meats are packed locally, although there are some few special varieties packed in Europe, such as *pâte-de-foie-gras*. Cooked corn beef in 10-ounce tins is a good seller, as also are potted meats in 8-ounce tins. There are practically no tongues, veal loaf, or hash put up because of local use of fresh meat. On account of the high preferential in favour of the United States, practically all the imports of canned meats come from that country.

#### RESTRICTIONS

These commodities must be accompanied by a certified guarantee that the product is suitable for consumption, made from animals that have been examined before and after being killed. Each package must bear an export label with certificate of an official of the Agricultural Department and, with the shipping documents, a similar certificate covering this shipment. Animal fats not suitable for cooking or eating purposes do not require these certificates.

#### CUSTOMS DUTIES

Lards, ham, bacon, bellies, and jerked beef are all highly dutiable, at different rates, each obtaining a preference of 20 per cent *ad valorem* if imported from the United States. Particulars of these rates may be had on application to the Department of Trade and Commerce, Ottawa.

## TRADE OF CHINA, JANUARY TO JUNE, 1932

L. M. COSGRAVE, CANADIAN TRADE COMMISSIONER

Shanghai, August 12, 1932.—Foreign trade of China for the first half of this year totalled 915 million Haikwan taels (320 million gold dollars) as compared with 2,315 million Haikwan taels (787 million gold dollars) and 2,204 million Haikwan taels (1,013 million gold dollars) during the whole of 1930 and 1931 respectively. Similarly, imports were valued at 616 million Haikwan taels (215 million gold dollars) as compared with 1,428 million Haikwan taels (485 million gold dollars) and 1,310 million Haikwan taels (602 million gold dollars) respectively, and exports were valued at 299 million Haikwan taels (105 million gold dollars) as compared with 887 million Haikwan taels (302 million gold dollars) and 894 million Haikwan taels (411 million gold dollars) respectively during the two preceding years.

The statistics of the Chinese Maritime Customs are being issued this year in a new and improved form, so that no comparable figures are available for the first half only of other years. However, if the figures for the period under review are doubled to bring in the second half of the year, and then compared to the total for the whole of 1931, a rough basis for comparison is obtained. On this basis imports in 1932 have declined approximately 14 per cent, exports 33 per cent, and total trade 22 per cent, and the adverse balance of trade has increased 17 per cent.

The comparatively moderate decline in total imports is again noteworthy, considering world conditions in general, the chaotic conditions in China in particular and especially the hostilities at Shanghai (which handles 50 per cent of all trade) during February, the effects of which have continued until the present. It must be noted, however, that much of the import trade of this period had really been placed in the latter part of 1931, otherwise the decline would probably have exceeded 14 per cent.

Imports for the twelve months of 1932 will very likely show a considerably greater fall. Furthermore, large imports of a few bulk commodities such as wheat, rice and cotton have obscured the falling off in the majority of goods, especially manufactured articles. The continued expansion of small Sino-foreign firms is steadily tending towards a diversification of imports which directly affects the large and old-established foreign import houses.

### EXPORT DECLINE

The decline in exports is significant. It is the greatest, both absolutely and relatively, on either a Haikwan tael or gold dollar basis, that has been registered in recent years. Its effects on the buying power of the country, the financial position of the Government, and private business needs no elaboration. The chief causes have been depressed demand abroad, especially lack of buying demand for animal products and silk in the United States, and reduced exports of bean products from Manchuria to Japan as a result of confusion in the former country and the serious plight of the agricultural community, who have been unable to buy bean fertilizers to the same extent as formerly in the latter.

Reduced production of agricultural products in China proper, as an aftermath of the 1931 flood, and difficulties, due to banditry, of getting to the coast what was available for export, have also been important factors. Tea production is the only one of China's great industries which is not in a serious condition. Although the tea crop this year was excellent, full advantage has not been taken of it. The Statistical Secretary of the Chinese Maritime Customs points



out in his annual report that "by holding for too high prices, China producers have lost the golden opportunity presented by low silver exchange to put China tea once more out upon the markets of the world."

On the rough comparable basis adopted, China's adverse balance of trade, which has existed throughout almost the entire sixty-eight years for which statistical returns of her foreign trade are available, increased 17 per cent.

#### TOTAL IMPORTS FROM LEADING COUNTRIES

The following figures show the imports for the first six months of 1932 from the fourteen chief supplying countries in order of importance. The percentage of the total import trade enjoyed by each country is also given. The average value in gold dollars of the Haikwan tael to date has been roughly U.S. G\$.35 as against U.S. G\$.34 in 1931.

#### *Imports into China, January to June, 1932*

	Million Haikwan Tael	Per Cent of Total		Million Haikwan Tael	Per Cent of Total
Total . . . . .	616	....	Australia . . . . .	27	4.4
United States . . . . .	163	26.5	French Indo-China . . . . .	26	4.2
Japan . . . . .	90	14.6	Siam . . . . .	19	3.1
Great Britain . . . . .	65	10.6	Belgium . . . . .	9	1.4
British India . . . . .	49	7.9	France . . . . .	8	1.3
Germany . . . . .	37	6.1	Italy . . . . .	8	1.2
Hongkong . . . . .	37	6.0	Canada . . . . .	6	0.9
Netherlands East Indies . . . . .	33	5.4			

#### ANALYSIS OF TRADE

Large decreases have been shown in the trade with Japan and Hongkong, and these are the most noteworthy features in the returns. The former's share has dropped about 40 per cent from that of 1931, and her percentage of the total import trade from over 20 per cent to less than 15 per cent. The absolute fall of 40 per cent so far this year affords an indication of the strength of the anti-Japanese boycott. Part of it is no doubt due to the general decrease of about 14 per cent in imports from all countries, but, on the other hand, under ordinary conditions imports from Japan would probably decline less than those of any other country. The adverse effect of the boycott varies greatly according to locality. In the Shanghai area it is probably greater than 40 per cent, while in South China it is understood to be much greater. In North China, however, general indications are that it has been much less, and in Manchuria it has had no effect.

The extraordinary drop, amounting to 60 per cent, in the Hongkong figures must be largely due to the stoppage of Japanese transshipments because of the boycott, direct shipments to destination from South Pacific countries, and increased efficiency in the preparation of the Chinese Maritime Customs returns being other contributing factors.

Other notable changes are the increases in the absolute and relative positions of French Indo-China, Siam, and Great Britain. Rice is responsible in the case of the first two, while Great Britain has undoubtedly benefited to a considerable extent by the boycott against Japan, especially in piece goods.

#### CUSTOMS REVENUE

The position of the customs revenue is of immediate interest to everyone doing business in or with China. It is upon this that the foreign and domestic obligations of the Chinese Government are secured, and these obligations, particularly the latter, are inextricably bound up with the business life of the coun-

try inasmuch as they are widely held by Chinese banks. It is well known that this revenue has seriously declined, but as figures are not available since March of this year the extent of the decrease to date cannot be accurately determined. The revenues for the first three months of 1932 totalled 43·8 million Haikwan taels as compared with 64 millions for the corresponding period of 1931.

The financial problem presented by these figures, which has been intensified in the succeeding months, accounts for the increase in the Customs tariff instituted on August 4. Announcement has just been made from Nanking that customs receipts for July were only 10,070,000 Haikwan taels, while payments for loans and indemnities amounted to 13,278,000 Haikwan taels, leaving a deficit of 3,208,000 Haikwan taels. The chief factors in this revenue decline and reduced dutiable imports have been the seizure of the Manchurian receipts by the Manchukuo authorities.

Figures of imports into China during the first six months of 1932 of chief interest to Canadian exporters, together with the values credited to the principal supplying countries, are on file in the Department and will be furnished on application (quoting file TC-13-129).

## JAPANESE EXPORTS OF CANNED PROVISIONS INCREASE

JAMES A. LANGLEY, COMMERCIAL SECRETARY

Tokyo, August 12, 1932.—Owing to the depreciated value of the yen, the export trade in Japanese canned provisions is very active, and with the exception of canned crab is expected to show a very decided increase over last year. During the first seven months of this year 110,000 cases of canned tunny fish were exported from Japan as compared with 30,000 cases during the previous year. It is anticipated that an additional 80,000 cases will be sold to foreign buyers during the balance of the year. Canned sardines were exported to the extent of 30,000 boxes last year, while exports for the first half of this year totalled 50,000 boxes, and a like quantity is expected to go forward during the last half of the year. In addition to the 193,000 cases of canned crab already sent forward during the period January to June, producers anticipate foreign sales during the last half of the year to amount to 150,000, or a total of 343,000 cases for the twelve months, as against a total of 352,000 cases during the previous year. The United States is by far the largest consumer of Japanese canned provisions.

## JAPANESE SHOE MANUFACTURING INDUSTRY

JAMES A. LANGLEY, COMMERCIAL SECRETARY

Tokyo, August 18, 1932.—The factory production of boots and shoes in Japan is comparatively recent. The growth of the industry has been fostered by a high protective tariff, and the depreciation in the exchange value of the yen has reduced, and will tend further to reduce, competition from overseas. The plants are modern and up to date, and are equipped with machinery from the United States. Considerable profits have been earned during their fifteen years of existence, and being backed by some of the larger financial and industrial institutions of Japan, are reported to be financially strong. At the moment retail stores are overstocked, and the production of the shoe factories has consequently been strongly curtailed.



Almost three-fourths of the shoe factories, employing about 2,000 workers, are concentrated in the central parts of the Kwantō district, especially in and about Tokyo, Nagoya, and (in a smaller way) in Kobe and Osaka, where shoe-making had long been carried on as a domestic industry on a large scale before the days of mass production, and a very large number of small establishments employing two or three men each still exist, from whom custom shoes may be obtained.

Japan's production of leather shoes in 1931 approximated 6,000,000 pairs—an increase of 10 per cent over the previous year—of which 40 per cent were machine-made. These figures do not include rubber sports shoes, but the output of the nine shoe factories located chiefly in Tokyo, Nagoya, Osaka, and Kobe, and the smaller custom shops. The average manufacturer's price per pair of factory-made shoes amounted to 5 yen, while custom-made shoes average retail around 20 yen per pair. There is very little specialization, the bulk of the Japanese factory production being in medium grades. The expensive shoes are always obtained from the small establishments, who specialize in hand-made products. Women's footwear takes up a very small percentage of the output, as Japanese women in general do not wear foreign-style shoes, their use being confined to those who have travelled abroad and to those who have adopted foreign modes of dress.

Footwear in Japan is not merchandised through chain stores or establishments under the control of shoe manufacturing concerns. The retail distributor is independent of all ties with producers. On the other hand, there is frequently a close working relationship between the shoe factories and the tanneries. The proprietors of some shoe plants own tanneries and some tanneries own shoe factories.

The import duty into Japan on all leather shoes is very high, amounting to 100 per cent ad valorem.

Exports of footwear from Japan amounted to 3,948 dozen pairs valued at 65,320 yen in 1931 as compared to 6,457 dozen pairs valued at 157,217 yen in 1929. These figures represent entirely cheap leather footwear. The large drop in exports in 1931 is attributed to the poor conditions in other markets—China, the Straits Settlements, and India.

## PRICES FOR DOMESTIC GRAIN IN NORWAY

[One Norwegian krone equals 27 cents at par]

Mr. Frederick H. Palmer, Canadian Trade Commissioner at Oslo, writes under date August 27, 1932, that the Norwegian State Grain Monopoly has fixed the prices for domestic grain for the season 1932-33 as follows: 16·50 kr. for wheat, 14·50 kr. for rye, 14·75 kr. for barley, and 14·50 kr. for oats, these prices being the same as at the conclusion of the season 1931-32. By way of comparison, it may be stated that at the beginning of the season 1931-32 these prices were fixed at 14·75 kr. for wheat and at 12 kr. for rye, barley, and oats.

## BELGIAN WHEAT CROP

Mr. Henri Turcot, Canadian Trade Commissioner at Brussels, writes under date August 29, 1932, that, according to the Belgian Ministry of Agriculture, 158,000 hectares (one hectare is equal to 2·47 acres) have this year been sown to wheat as compared with 154,355 hectares in 1931. This year's crop is reported to be good, but estimates as to its importance are not as yet available. However, it is anticipated that it will be larger than that of last year, which stood at 3,760,513 metric quintals (one metric quintal is equal to 220·46 pounds).

## CANNED SALMON TRADE IN BELGIUM

HENRI TURCOT, CANADIAN TRADE COMMISSIONER

Brussels, August 31, 1932.—Imports of canned salmon into Belgium—which originate in Canada, the United States, Japan, and Russia—are fairly large; but since this commodity is not separately entered in the Belgian statistics, neither the figures of total imports nor the share of each of the above-mentioned countries can be given. According to the returns of the Dominion Bureau of Statistics, exports of Canadian tinned salmon to Belgium amounted during the fiscal year ended March 31, 1932, to 20,442 cwt. valued at \$174,094, as compared with 16,238 cwt. valued at \$174,754 in the preceding year. Canadian salmon has been for some time favourably and widely known in this market; but it is feared that unless advertising is continued on quite a large scale, and quotations on the Canadian product are brought more into line with those of Japanese and Russian salmon, considerable ground will be lost; should too wide a discrepancy exist between the prices of Canadian salmon and Japanese and Russian, there would be a danger of agents of Canadian exporters losing interest and gradually turning to lower-priced offers from other sources of supply.

Japanese "pinks" of the new pack are quoted at 14s. per case of 48 1's and at 17s. per case 96 ½'s, c.i.f. Antwerp; Russian prices closely follow the above. Japanese salmon will in all likelihood be the principal competitor in the Belgian market during the present year; it is understood that the Russians intend to concentrate their efforts on the larger markets. Canadian packers must quote the lowest possible prices.

The turnover tax applicable to canned salmon in Belgium has been increased as from August 1, 1932, to 8.40 per cent in the case of the Canadian product, the tax imposed on that from other countries remaining at 4.40 per cent. On the other hand, the duty of 46 francs (\$1.2788 at par) per 100 kilograms (220.46 pounds), net weight, applies to canned salmon from all sources.

The demand is almost exclusively for "pinks"; some small quantities of "chums" are also sold. The principal centres of distribution are Antwerp and Brussels. One agent, located in either of these cities, can quite conveniently cover the entire territory. Business is effected through agents or brokers, the commission usually granted being 2½ per cent. Terms of payment are cash against documents. Quotations must invariably be c.i.f. Antwerp. For customs purposes a commercial invoice is sufficient. There are no hard and fast regulations regarding marking and labelling; the importation of bright tins is even permitted. Packing is in cases of 48 1's and 96 ½'s, the latter being the more usual.

Canadian exporters of canned salmon having no connections in the Belgian market and wishing to extend their operations to this country will, on application to the Canadian Trade Commissioner in Brussels, be put in touch with suitable agents.

## BELGO-LUXEMBURG ECONOMIC UNION'S EXTERNAL TRADE

HENRI TURCOT, CANADIAN TRADE COMMISSIONER

[One metric quintal equals 220.4 pounds; one Belgian franc equals \$0.0278 in Canadian currency at par]

Brussels, August 26, 1932.—According to the Belgian official statistics, imports into and exports from the Belgo-Luxemburg Economic Union during the six months ended June 30, 1932, as compared with the corresponding period of the previous year, were as follows, the figures for the six months ended June 30, 1931, being within parentheses: imports, 156,532,565 metric quintals esti-



mated at 8,385,161,000 Belgian francs (191,507,041 quintals valued at 12,671,-637,000 francs); and exports, 95,659,411 quintals valued at 7,822,810,000 francs (126,947,735 quintals of a value of 12,053,447,000 francs). Imports therefore showed a decrease in volume of 34,974,476 metric quintals and in value of 4,286,476,000 francs; and exports a decrease in volume of 31,288,324 metric quintals and in value of 4,230,637,000 francs. On the other hand, the unfavourable balance of trade was reduced by 55,839,000 francs, principally due to a lesser volume of trade and lower prices.

There are twenty-one commodity sections as listed in the Belgian statistics. On the import side, slight advances were shown in the volume and value of waxes and soaps and in the volume of clothing; and on the export side, in the volume of products of the vegetable kingdom, and of raw hides, leather, and furs; decreases were recorded in the other sections.

#### TRADE WITH CANADA

During the six months ended June 30, 1932, Belgian imports from Canada for consumption in the country and in transit amounted to 1,858,762 metric quintals valued at 148,016,000 Belgian francs (\$4,114,844 at par) as against 2,019,598 quintals estimated at 217,097,000 francs (\$6,035,296 at par) in the course of the corresponding months of 1931—a decrease of 160,836 metric quintals and \$1,920,452 respectively. Belgian exports to the Dominion totalled 350,922 metric quintals and 80,742,000 francs (\$2,244,627 at par) during the period under review, as compared with 446,446 quintals and 107,755,000 francs (\$2,995,589 at par) during the six months ended June 30, 1931—a decline of 95,524 metric quintals and \$750,961.

Detailed figures are not as yet available.

### IMPORT MONOPOLY FOR AGRICULTURAL PRODUCTS IN CZECHOSLOVAKIA

ROBT. S. O'MEARA, CANADIAN TRADE COMMISSIONER

[Par value of one Czechoslovakian crown equals \$0.0296]

Hamburg, August 29, 1932.—It is now a month since the Grain Syndicate controlling imports began to operate in Czechoslovakia, but the actual law which covers it and which defines the scope of its operations cannot yet be officially reported, apparently pending action whenever there may be another meeting of Parliament. Meantime the syndicate is reported to be conducting its activities under special regulations.

This new import control has been under consideration for a long time. At the beginning of June it was understood that a Bill was being drafted by the Czechoslovakian Minister of Agriculture to regulate import trade in grain, flour, cattle, meat, lard, bacon, and butter by vesting the sole right of importation in the State. It was then proposed that such State monopoly would function through the existing wheat commission and the inter-departmental commissions for the control of the import of cattle and meat. The State was to be authorized to form importers into group organizations, and the draft proposals set up machinery which could be utilized in forming trading companies which would have exclusive rights of importation.

From later reports it would appear that this general basis has been adopted, but a great number of changes have been made since the plan was first projected. Dairy products have been removed from the restrictions, as outlined in the description of the functions of the Grain Syndicate, but the law itself, to which

official reference cannot be made, is termed a law "for forming organizations of importers and exporters of agricultural products," and it empowers the Government to create and regulate such organizations for the import and export of any agricultural, vegetable, or animal products, raw or prepared.

The functions of the syndicate are described in the main as being the regulation of the import of grain in such manner as to protect both agricultural and consuming interests by a definite control of prices. It is apparently the duty of the syndicate to regulate the import of grain in such manner that if the domestic prices fall below a certain minimum import will be at once stopped, while no obstacles will be placed in the way of import when the maximum prices officially fixed for the home market are exceeded. It is stated that the syndicate will only import when the wheat price is over 175 crowns and the price of rye over 152.50 crowns. It would appear that if the minimum prices of 150 crowns and 132.50 crowns respectively are not reached, imports would stop altogether. Coincidentally with such grain control there is at least machinery for the regulation of import licences for flour, and from some quarters it is reported that the operations of this syndicate have actually extended to a control of the import of wheat flour by restricting the quantities under licence to importers.

The syndicate is composed of representatives of five industries in addition to seventeen other members, five of whom represent agriculture, five the consumers, three the millers, three general trade, and one industry. It is supposed to derive its income from fees levied on transactions, viz. 1 crown on every metric hundredweight of wheat, 12 crowns on the same quantity of maize, and on flour 1 crown plus a certain addition varying with the amount of duty.

## TARIFF CHANGES AND CUSTOMS REGULATIONS

### Irish Free State Tariff on Sheep and Poultry

Mr. John H. English, Canadian Trade Commissioner in Dublin, writes under date August 31, 1932, that under the Emergency Imposition of Duties Act, the Irish Free State has imposed the following new customs duties effective on and after August 30:—

	New Rate		Old Rate
	Full	Preferential	
Live sheep . . . . .per head	11s. 3d.	7s. 6d.	Free
Live domestic fowl, turkeys, geese and ducks per head	3s. 0d.	2s. 0d.	Free

During 1930 the total imports of live poultry amounted to 52,574 head, nearly 40,000 of which came from Northern Ireland. During the same period 13,959 head of sheep were imported into the Irish Free State, practically all of which were from Northern Ireland. No imports were recorded as coming from Canada.

Canadian products are accorded the preferential shown above.

### Danish Import Control

Mr. Frederick H. Palmer, Canadian Trade Commissioner at Oslo, reports under date August 19, 1932, that the Danish Import Control Bureau (Valuta-central), referred to in *Commercial Intelligence Journal* No. 1466 (March 5, 1932), page 342, has issued on August 6 an official free list covering the articles which on and after September 1 of this year will be admitted into Denmark without import permits. Of the articles enumerated in this list the following may be of interest to Canadian exporters:—

Grain, feeding stuffs of all kinds, coffee, rice, tea, cocoa beans raw and roasted, beet sugar refined and unrefined, syrup of cane or beet sugar, raw tobacco, undressed and dressed



hides and skins of all kinds, offals from hides and skins of all kinds, hair with the exception of curled hair, feathers and down except for trimming purposes, bones and horns, all kinds of paper pulp, seeds and fruit for oil crushing, vegetable tanning materials and extracts thereof, all manufactured animal or mineral fertilizers (with the exception of superphosphates), potash fertilizer, nitrate of calcium, nitrate of soda (Chili saltpetre), ammonium sulphate and similar fertilizers, bone meal and bone charcoal for fertilizing purposes, crude phosphates, lime for fertilizing purposes, crude iron, iron waste and scrap iron for recasting only, raw metals (with the exception of printers' metal and tin for soldering), metal waste and scrap metal for recasting only, exposed photographic films, all kinds of newspapers and periodicals, music sheets or books, price lists, catalogues and similar articles.

In order to secure foreign currency from the banks the importers must still produce importation certificates, in the case of articles included in the above free list, in order to prove that importation has taken place. These certificates are to be obtained from the banks, and on importation of any of the above listed articles a declaration must be made on these certificates by the customs authorities to the effect that the articles imported are exempt from control by the Import Control Bureau (Valutacentral).

### Imports into Belgium of Motor Vehicles and Parts

Mr. Henri Turcot, Canadian Trade Commissioner in Brussels, writes that the *Moniteur Belge* of August 26 contained a ministerial decree, dated August 10 and in force as from August 12, to the effect that imports into Belgium of motor vehicles and parts thereof are subject to a licence issued by the Belgian Ministry of Industry and Labour.

### Italian Duties on Whisky

Mr. A. B. Muddiman, Canadian Trade Commissioner in Milan, writes under date August 25, 1932, that under the provisions of Italian royal decree law dated July 28, 1932, effective August 8, the customs duties on whisky are increased as follows:—

Whisky in casks and demijohns, from 660 lire (\$38) per 100 litres (22 gallons) to 1,320 lire (\$76) per 100 litres.

Whisky in bottles of half a litre or less, from 440 lire (\$25.25) per 100 bottles to 880 lire (\$50.50) per 100 bottles.

Whisky in bottles containing more than half a litre and not exceeding one litre, from 735 lire (\$42.20) per 100 bottles to 1,470 lire (\$84.40) per 100 bottles.

In addition to the foregoing duties there is a surtax of 15 per cent ad valorem.

### Equivalent of Canadian Dollar with Mexican Peso

By a circular of the Mexican Department of Finance and Public Credit, dated August 11, and published in the *Diario Oficial* of August 19, 1932, the equivalents of foreign money with the Mexican peso for the calculation of customs duties has been established for the month of September, 1932.

The value of the Canadian dollar has been fixed for September at 2.9182 Mexican pesos.

### Brazilian Tariff Reductions

Mr. A. S. Bleakney, Canadian Trade Commissioner in Rio de Janeiro, writes that a Brazilian decree of August 18, 1932, reduces by 50 per cent the duty on cement, copper wire, aluminium foil or paper, and unbleached or dyed jute yarns for weaving. This reduction applies to goods imported up to November 20, 1932. Importers who wish to obtain the advantages of these concessions must sign a guarantee agreeing to maintain the market price as at June 30, 1932, under the penalty of payment of double duties.

### Argentine Tariff Changes

With reference to the report in *Commercial Intelligence Journal* No. 1489 (August 13, 1932), page 297, regarding the Argentine tariff, Mr. H. W. Brighton, Acting Commissioner in Buenos Aires, advises that goods placed on the free list by the law issued on June 20, 1932, are still subject to the temporary tax of 10 per cent of the official valuations imposed on October 6, 1931, and effective until December 31, 1932.

Free entry, except for the temporary tax of 10 per cent, is accorded by the law of June 30 to "tools of iron and steel for artisans." As the term is capable of wide interpretation, a customs resolution of August 9 defines the tools that are granted this concession. A list of the tools affected and the official valuations thereon is on file in the Department of Trade and Commerce.

### FOREIGN EXCHANGE QUOTATIONS FOR WEEK ENDING SEPT. 12

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending September 12, 1932, with the official bank rate. Quotations for the week ending September 6, 1932, are also given for the sake of comparison:—

Country	Unit	Nominal Quotations in Montreal Week ending Sept. 6	Nominal Quotations in Montreal Week ending Sept. 12	Official Bank Rate
Austria . . . . .	Schilling	\$ .1543	\$ .1545	6
Belgium . . . . .	Belga	.1528	.1528	3½
Bulgaria . . . . .	Lev	.0079	.0079	8
Czechoslovakia . . . . .	Krone	.0326	.0326	5
Denmark . . . . .	Krone	.1987	.1996	4
Finland . . . . .	Markka	.0165	.0166	6½
France . . . . .	Franc	.0432	.0432	2½
Germany . . . . .	Reichsmark	.2619	.2624	5
Great Britain . . . . .	Pound	3.8325	3.8443	2
Greece . . . . .	Drachma	.0069	.0069	10
Holland . . . . .	Guilder	.4434	.4429	2½
Hungary . . . . .	Pengo	.1929	.1931	5
Italy . . . . .	Lira	.0566	.0566	5
Jugo-Slavia . . . . .	Dinar	.0189	.0189	7½
Norway . . . . .	Krone	.1920	.1937	4
Portugal . . . . .	Escudo	.0385	.0353	6½
Roumania . . . . .	Leu	.0066	.0066	7
Spain . . . . .	Peseta	.0887	.0889	6½
Sweden . . . . .	Krona	.1966	.1976	3½
Switzerland . . . . .	Franc	.2133	.2129	2
United States . . . . .	Dollar	1.1025	1.1031	2½
Argentine . . . . .	Peso (Paper)	.2783	.2785	—
Brazil . . . . .	Milreis	.0799	.0827	—
Chile . . . . .	Peso	.0675	.0675	4½
Colombia . . . . .	Peso	1.0501	1.0507	6
Mexico . . . . .	Peso	.3242	.3263	6-7
Peru . . . . .	Sol	.2260	.2233	6
Venezuela . . . . .	Bolivar	.1488	.1516	—
Uruguay . . . . .	Peso	.5209	.5212	—
Cuba . . . . .	Peso	1.1033	1.1023	—
Hongkong . . . . .	Dollar	.2659	.2647	—
India . . . . .	Rupee	.2921	.2923	4
Japan . . . . .	Yen	.2535	.2675	4.38
Java . . . . .	Guilder	.4421	.4414	4½
Shanghai . . . . .	Tael	.3486	.3480	—
Siam . . . . .	Baht (Tical)	—	—	—
Straits Settlements . . . . .	Dollar	.4478	.4536	—
British Guiana . . . . .	Dollar	.8048	.8092	—
Jamaica . . . . .	Pound	3.8697	3.8830	—
Other British West Indies . . . . .	Dollar	.8048	.8092	—
Martinique . . . . .	Franc	.0432	.0432	—
Guadeloupe . . . . .	Franc	.0432	.0432	—
Australia . . . . .	Pound	3.0675	3.0769	—
Egypt . . . . .	Pound (100 piastres)	3.9307	3.9428	—



Canadian Trade Commissioners should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Second Phrase Code.

## TRADE OPPORTUNITIES ABROAD FOR CANADIAN PRODUCTS

The Trade Inquiries for Canadian products published below have been received since the publication of the last issue of the *Commercial Intelligence Journal*. Interested exporters may secure the names and addresses of the firms making these inquiries, together with further details regarding the commodities required, on application to the Director, Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa, or—

### Secretary, Board of Trade—

Saint John, N.B.,	Toronto, Ont.,	Winnipeg, Man.,
Halifax, N.S.,	Woodstock, Ont.,	Vancouver, B.C.,
Quebec, P.Q.,	St. Mary's, Ont.,	New Westminster, B.C.,
Sherbrooke, P.Q.,	Portage la Prairie, Man.,	Prince Rupert, B.C.
Montreal, P.Q.,	St. Boniface, Man.,	

### Secretary, Chamber of Commerce—

Kingston, Ont.,	Peterborough, Ont.,	Victoria, B.C.
Oshawa, Ont.,	Hamilton, Ont.,	
Belleville, Ont.,	London, Ont.,	

Border Chamber of Commerce, Windsor, Ont.

Industrial Commissioner, Stratford, Ont.

La Chambre de Commerce, de Montréal, 25 St. James E., Montreal, P.Q.

### Secretary, Canadian Manufacturers' Association—

Toronto, Ont.,	Winnipeg, Man.,	Vancouver, B.C.,
Montreal, P.Q.,	Edmonton, Alta.,	Victoria, B.C.

The Maritime Provinces Trade Commissioner, 122 Federal Building, Toronto, Ont.

The Bureau of Provincial Information, Victoria, B.C.

**Canadian exporters should, for follow-up purposes, transmit a copy of any reply sent in response to a Trade Inquiry to the Trade Commissioner in the territory from which the inquiry emanated.**

### Foodstuffs

625. WHOLE MILK AND SKIMMED MILK POWDERS.—A Hongkong firm of manufacturers' representatives are desirous of forming connections for the above lines.

626. CANNED MILK.—A Brussels firm seek the agency of a Canadian packer of canned milk.

627. WHEAT FLOUR.—Firm in Genoa desire to obtain agency.

### Miscellaneous

628. CRUSHED OYSTER SHELLS.—An Antwerp firm desire to purchase crushed oyster shells.

629. CASINGS.—A commission agent in Vienna, Austria, desires quotations c.i.f. Vienna, Trieste, or Hamburg on goat and sheep bowels.

630. ELECTRIC HOUSEHOLD APPLIANCES.—A Brussels firm desire to hear from Canadian exporters with a view to purchase.

631. GLOVE LEATHER.—A firm in Prague, Czechoslovakia, desire connections on a commission basis for glove leather.

632. PATENT LEATHER.—A Tilburg (Holland) firm desire to correspond with tanners of patent leather with a view to direct purchase or agency arrangement.

633. WALLBOARD.—A London firm desire to act as commission or buying agents for Canadian manufacturers of wallboard.

634. ASBESTOS POWDER.—A Buenos Aires firm desire to hear from Canadian manufacturers of asbestos powder with a view to purchase.

635. INSULATING TAPE.—A Brussels firm wish to hear from Canadian manufacturers of insulating tape for direct buying or agency.

636. RAW MATERIALS.—A Brussels firm would like to hear from Canadian exporters of raw materials (especially for paper manufacturing and agricultural products) with a view to purchase or agency.

## Trade Inquiries from Scandinavian Countries

637. **DRIED APPLES.**—A Copenhagen firm of agents wish to represent a Canadian exporter of dried apples.

638. **HONEY FOR BAKERS.**—An Oslo firm of agents wish to establish connection with Canadian producers of honey for bakers.

639. **CORN FLAKES AND CHIPS FROM WHEAT.**—An agency firm in Helsinki, Finland, wish to represent Canadian producers of corn flakes and chips from wheat.

640. **WHEAT FLOUR.**—A Copenhagen firm of agents wish to represent a Canadian wheat flour mill.

641. **WHEAT AND WHEAT FLOUR.**—An Oslo firm of agents wish to represent a Canadian wheat flour mill and grain exporter.

642. **TOBACCO.**—An Oslo firm of agents wish to represent a Canadian exporter.

643. **HARDWARE.**—A Copenhagen firm of importers wish to establish connection with Canadian manufacturers of hardware for department stores.

644. **HACK SAW BLADES.**—A Copenhagen firm of agents wish to represent a Canadian manufacturer and exporter of hack saw blades.

645. **PLUMBERS' FITTINGS.**—A Copenhagen firm of agents wish to represent a Canadian manufacturer and exporter of plumbers' fittings.

646. **BUILDING PRODUCTS.**—An Oslo firm of agents and importers wish to establish connection with a Canadian manufacturer of building products.

647. **OXY-CHLORIDE CEMENT.**—An Oslo firm of agents wish to represent Canadian exporters of oxy-chloride cement (produced from magnesium chloride and magnesium oxide) for artistic construction.

648. **LEATHER BELTING.**—A Copenhagen firm of agents wish to represent a Canadian manufacturer and exporter of leather belting.

649. **RUBBER BELTING.**—A Copenhagen firm of agents wish to represent a Canadian manufacturer and exporter of rubber belting.

650. **AUTOMOBILE ACCESSORIES.**—A firm of agents in Oslo, specializing in motor cars and accessories, wish to establish connection with a Canadian manufacturer and exporter of automobile accessories of all kinds.

651 and 652. **AUTOMOBILE ACCESSORIES.**—Two Copenhagen firms of importers and wholesalers wish to establish connection with Canadian manufacturers and exporters of all kinds of automobile accessories.

653. **ASBESTOS BRAKE LININGS.**—A Copenhagen firm of agents, specializing in all kinds of automobile supplies, wish to represent a Canadian manufacturer and exporter of asbestos brake linings.

654. **AUTOMOBILE TOP DRESSINGS.**—A firm of agents in Oslo, specializing in motor cars and accessories, wish to establish connection with a Canadian manufacturer of automobile top dressings.

655. **AUTOMOBILE POLISHES.**—A firm of agents in Oslo, specializing in motor cars and accessories, wish to establish connection with a Canadian manufacturer and exporter of automobile polishes.

656, 657, and 658. **DRY BATTERIES.**—Three Copenhagen firms of importers and wholesalers wish to establish connection with a Canadian manufacturer and exporter of dry batteries.

659. **RADIO SUPPLIES.**—A Copenhagen firm of agents and importers wish to establish connection with Canadian exporters of radio supplies of various kinds.

## PROPOSED SAILINGS FROM CANADIAN PORTS

*(The sailing dates are approximate and subject to change without notice)*

### From Montreal

*To Liverpool.*—Duchess of Atholl, Sept. 21; Duchess of Bedford, Sept. 30 and Oct. 28; Duchess of York, Oct. 7; Duchess of Richmond, Oct. 14—all Canadian Pacific; Antonia, Cunard Line, Sept. 30 and Oct. 28; Laurentic, White Star Line, Oct. 15.

*To London.*—Beaverhill, Sept. 23 and Oct. 28; Beaverford, Sept. 30; Beaverburn, Oct. 7; Beaverdale, Oct. 14; Beaverbrae, Oct. 21—all Canadian Pacific; Alaunia, Sept. 16 and Oct. 14; Aurania, Sept. 23 and Oct. 21; Ausonia, Sept. 30; Ascania, Oct. 7; a steamer, Oct. 28—all Cunard Line.

*To Southampton.*—Montrose, Canadian Pacific, Sept. 20 and Oct. 27.

*To Manchester.*—Manchester Citizen, Oct. 6; Manchester Producer, Oct. 13; Manchester Division, Oct. 20; Manchester Brigade, Oct. 27—all Manchester Line.

*To Avonmouth, Cardiff and Swansea.*—Concordia, Sept. 28; Kastalia, Oct. 19—both Cunard-Donaldson Line; Nevisian, Oct. 8; Norwegian, Oct. 29—both Dominion Line.

*To Glasgow.*—Athenia, Sept. 23 and Oct. 21; Vardulia, Sept. 30; Letitia, Oct. 7 and Nov. 4; Sulairia, Oct. 14; Airthria, Oct. 28—all Anchor-Donaldson Line.

*To Newcastle and Leith.*—Cairnross, Sept. 23 (also calls at Dundee); Cairnesk, Oct. 7; Cairnglen, Oct. 21 (also calls at Dundee)—all Cairn-Thomson Line.



To *Belfast*.—Torr Head, Sept. 30; Fanad Head, Oct. 16—both Head Line.

To *Antwerp*.—Beaverhill, Sept. 23; Beaverford, Sept. 30; Beaverburn, Oct. 7; Beaverdale, Oct. 14; Beaverbrae, Oct. 21—all Canadian Pacific; Brant County, County Line, Sept. 27 (also calls at Havre).

To *Rotterdam*.—Kings County, County Line, Sept. 21.

To *Hamburg*.—Montrose, Canadian Pacific, Sept. 29 and Oct. 27; Hagen, Sept. 21; Remscheid, Oct. 20—both Hamburg American-North German Lloyd Line (also call at Bremen).

To *South France and Italian Ports*.—Valflorita, Sept. 24; Giorgio Ohlsen, Oct. 5; Valprato, Oct. 15—all Lloyd Mediterraneo Italian Service.

To *Norwegian Ports*.—Topdalsfjord, September; Idefjord, October—both North American Line.

To *Scandinavian and Baltic Ports*.—Frode, Sept. 19; Korsholm, Oct. 15—both Scandinavian-American Line.

To *St. John's, Nfld., and St. Pierre-Miquelon*.—Silvia, Furness-Red Cross Line, Sept. 24 and Oct. 8 and 22; Belle Isle, Newfoundland-Canada SS., Sept. 29 and Oct. 13 and 27.

To *Cornerbrook, Nfld.*—North Voyageur, Sept. 26 and Oct. 10 and 24; New Northland, Oct. 5 and 19—both Clarke SS. Co.

To *Hamilton (Bermuda), Puerto Rico, St. Kitts, Antigua, St. Lucia, Guadeloupe, Martinique, Barbados, St. Vincent, Grenada, Trinidad and Demerara*.—Cornwallis, Sept. 23; Chomedy, Oct. 7; Colborne, Oct. 21—all Canadian National.

To *Hamilton (Bermuda), Nassau (Bahamas), Kingston (Jamaica), and Belize (British Honduras)*.—Lady Somers, Sept. 22 and Oct. 20; Cathcart (calls at St. Georges, but not at Hamilton or Nassau), Sept. 30 and Oct. 28; Lady Rodney, Oct. 6; Cavalier (does not call at Hamilton or Nassau), Oct. 14—all Canadian National.

To *Bermuda, St. Kitts, Antigua, Guadeloupe, Dominica, Martinique, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo*.—Fernebo, Sept. 25; Marie Horn, Oct. 10; a steamer, Oct. 25 and 30—all Ocean Dominion SS. Corp.

To *Montevideo and Buenos Aires*.—Argentino, Moore Mack Line, Sept. 30; a steamer, Canadian South American Line, Oct. 15.

To *Colombia, Ecuador, Peru and Chile*.—A steamer, Canadian National monthly.

To *Auckland, Wellington, Lyttelton, Dunedin, Brisbane, Sydney and Melbourne*.—Canadian Constructor, Sept. 24; Canadian Highlander, Oct. 22—both Canadian National.

To *West and South African Ports*.—Cochrane, Sept. 25; Calgary, Oct. 25—both Elder Dempster & Co., Ltd.

### From Halifax

To *Liverpool*.—Adriatic, Sept. 19; Baltic, Oct. 3 and 30—both White Star Line; Newfoundland, Sept. 27; Nova Scotia, Oct. 18—both Furness Line; Manchester Exporter, Oct. 8; Manchester Merchant, Oct. 29—both Manchester Line.

To *London*.—London Corporation, Sept. 27; London Exchange, Oct. 11—both Furness Line.

To *London, Havre and Antwerp*.—Minnetonka, Oct. 2; Minnewaska, Oct. 16—both Red Star Line.

To *Manchester*.—Manchester Brigade, Sept. 22; Manchester Commerce, Sept. 29; Manchester Exporter, Oct. 8—all Manchester Line.

To *Avonmouth, Cardiff and Swansea*.—Norwegian, White Star Line, Sept. 20.

To *Antwerp*.—Westernland, Sept. 25 and Oct. 23; Pennland, Oct. 9—both Red Star Line.

To *Gothenburg*.—Drottningholm, Sept. 24 and Oct. 27; Gripsholm, Oct. 6; Kungsholm, Oct. 15—all Swedish-American Line.

To *St. John's, Nfld., and St. Pierre-Miquelon*.—Rosalind, Furness-Red Cross Line, Sept. 20 and Oct. 4; Newfoundland, Furness Line, Sept. 27 (does not call at St. Pierre); Magnhild, Newfoundland-Canada SS., Sept. 27 and Oct. 6 and 20 (also calls at Carbonear and Port Union, Nfld.).

To *Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara*.—Lady Hawkins, Sept. 20; Lady Drake, Oct. 4; Lady Nelson, Oct. 18—all Canadian National.

To *Santiago (Cuba) and Kingston (Jamaica)*.—Calabria, Sept. 28 and Oct. 26; Andalusia, Oct. 12 (calls at Montego Bay and other Jamaican outports)—both Pickford & Black, Ltd.

To *Bermuda, St. Kitts, Antigua, Guadeloupe, St. Lucia, Dominica, Martinique, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo*.—Fernebo, Sept. 30; Marie Horn, Oct. 15—both Ocean Dominion SS. Corp.

To *Hamilton (Bermuda), Nassau (Bahamas), Kingston (Jamaica), and Belize (British Honduras)*.—Cavalier (does not call at Hamilton or Nassau), Sept. 19 and Oct. 17; Cathcart (calls at St. Georges, Bermuda, but not at Hamilton or Nassau), Oct. 3 and 31—both Canadian National.

To *Hamilton (Bermuda), Puerto Rico, St. Kitts, Antigua, St. Lucia, Guadeloupe, Martinique, Barbados, St. Vincent, Grenada, Trinidad and Demerara*.—Cornwallis, Sept. 27; Chomedy, Oct. 11; Colborne, Oct. 25—all Canadian National.

### From Saint John

To *Alexandria, Port Said, Suez, Aden, Karachi, Bombay, Colombo, Madras, Rangoon and Calcutta*.—City of Oran, Sept. 27; Springbank, Oct. 12; City of Kimberley, Oct. 27—all American and Indian SS. (cargo accepted for other Eastern ports, also for British East African ports).

To *Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara*.—Lady Drake, Sept. 26; Lady Nelson, Oct. 10; Lady Hawkins, Oct. 24—all Canadian National.

To *Kingston and Jamaican Outports*.—Harboe Jensen, Sept. 24; San Bruno, Sept. 29—both United Fruit Line.

### From Quebec

To *Southampton*.—Empress of Britain, Canadian Pacific, Oct. 1 and 15.

### From New Westminster

To *London and Liverpool*.—Birmingham City, B. W. Greer & Son, Sept. 21 (also calls at Avonmouth); Moveria, Sept. 25; Gregalia, Oct. 12; Cortona, Oct. 30—all Balfour, Guthrie & Co. (also call at Glasgow); Albion Star, American Mail Line, Oct. 6 (also calls at Glasgow and Rotterdam).

To *United Kingdom Ports*.—Bradfyne, T. A. Lee & Holway, Sept. 23; Delftdyk, Royal Mail Lines, Ltd., Sept. 24; Dagrún, A. B. Graham, Sept. 24; Counsellor, B. W. Greer & Son, Sept. 25; Viking Star, American Mail Line, Oct. 20.

To *Japanese Ports*.—Hiye Maru, B. W. Greer & Son, Sept. 22.

To *Shanghai*.—A steamer, American Mail Line, Sept. 25.

To *South American Ports*.—Charcas, C. Gardner Johnson & Co., Sept. 20.

To *Mediterranean Ports*.—Feltre, Empire Shipping Co., Sept. 21.

To *Australian Ports*.—Hauraki, Canadian-Australasian Line, Sept. 23.

### From Vancouver

To *Yokohama, Kobe, Shanghai and Hongkong*.—Bellingham, Sept. 20; Seattle, Oct. 20—both Tacoma Oriental SS. (call Tsingtao, Dairen, Taku Bar and Otaru but not at Hongkong); Hiye Maru, Oct. 6; Heian Maru, Oct. 20—both Nippon Yusen Kaisha (also call Osaka); Ixion, Oct. 8 (also calls Miiki); Tantalus, Oct. 30—both Blue Funnel Line.

To *Yokohama, Kobe, Shanghai, Hongkong and Manila*.—Empress of Japan (calls Honolulu), Sept. 24; Empress of Asia (calls Nagasaki), Oct. 8; Empress of Canada (calls Honolulu), Oct. 22—all Canadian Pacific; Olympia, Tacoma Oriental SS. (calls Osaka, Iloilo, Cebu and Legaspi but not at Shanghai), Oct. 8.

To *Yokohama and Osaka*.—A steamer, Empire Shipping Co., Ltd., Oct. 10.

To *Honolulu, Suva, Auckland and Sydney*.—Niagara, Canadian-Australasian Line, Ltd., Oct. 12.

To *Sourabaya, Samarang, Batavia, Singapore, Belawan Deli, Penang, Rangoon and Calcutta*.—Silverhazel, Silver-Java-Pacific Line (also calls Kobe, Manila and Iloilo), Oct. 16.

To *Auckland, Wellington, Melbourne and Sydney*.—Hauraki, Canadian-Australasian Line, Ltd. (also calls New Plymouth, Lyttelton and Dunedin), Oct. 1; Golden Coast, Oceanic and Oriental Navigation Co. (also calls Lyttelton and Dunedin), Oct. 17.

To *Brisbane, Sydney, Newcastle, Melbourne and Adelaide*.—Sydic, Oct. 6; Boren, Nov. 6—both Transatlantic SS. Co., Ltd.

To *Liverpool, London, Southampton and Rotterdam*.—Delftdyk, Sept. 25; Drechtdyk, Oct. 8; Loch Goil, Oct. 22—all Royal Mail Lines, Ltd.

To *London, Hull, Bergen and Oslo*.—Abraham Lincoln, Oct. 8; Granville, Oct. 27—both Fred Olsen Line.

To *Marseilles, Genoa, Leghorn, Naples, Venice and Trieste*.—Feltre, Sept. 30; Rialto, Oct. 18—both Empire Shipping Co., Ltd.

To *Havre, Dunkirk, Bordeaux and Antwerp*.—San Antonio, Oct. 5; Wisconsin, Oct. 20; Winnipeg, Oct. 31—all Empire Shipping Co., Ltd.

To *Scandinavian Ports*.—Annie Johnson, Sept. 20; Margaret Johnson, Oct. 6; Canada, Oct. 20—all Johnson Line.

To *Port of Spain (Trinidad) and Bridgetown (Barbados)*.—King James, Canadian Transport Co., Ltd., September.

To *Montevideo and Buenos Aires*.—Leikanger, Oct. 6; Hoyanger, Nov. 7—both Westfal-Larsen Co. (cargo accepted for Pernambuco, Bahia, Rosario, Santa Fé and other ports).

**Note.**—Firms who desire information concerning ocean mail services may have their names placed on the mailing list of the Post Office Weekly Bulletin by applying to the Post Office Department.



494  
**CONDENSED LIST OF PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE**

Applications for publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution."

**MISCELLANEOUS**

- Annual Report of the Department of Trade and Commerce. (Price 25 cents.)  
Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)  
Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)  
Canada-British West Indies-Bermuda-British Guiana-British Honduras Trade Agreement (1925). (Price 10 cents.)  
Canada-West Indies Conference (1920). (Price 25 cents.)  
Canada-West Indies Conference Report (1925). (Price \$1.)  
Dominion Grain Research Laboratory (1920). (Price 10 cents.)  
Electrical Standards and their application to Trade and Commerce.  
List of Licensed Elevators, etc. (Price 50 cents.)  
Motion Pictures, Catalogue of. (Price 25 cents.)  
Pan-Pacific Commercial Conference (1923). (Price 10 cents.)

**PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE**

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

- Commercial Intelligence Journal Weekly (in English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada, \$3.50; single copies, 10 cents.  
Australasian Market for Fish Products (1931). (Free.)  
Czechoslovakia as a Market for Canadian Products (1927). (Price 25 cents.)  
Denmark as a Market for Canadian Products (1926). (Price 25 cents.)  
French-Canadian Homespun Industry.  
Greece as a Market (1931). (Price 25 cents.)  
Indian Empire as a Market for Canadian Products (1922). (Price 25 cents.)  
Invoice Requirements: Leaflets covering the following countries: Argentina; Australia; Belgium; Bolivia; Brazil; Central American Republics; Chile; China; Colombia; Cuba; Denmark; Ecuador; Finland; France; Greece; Holland; India; Italy; Japan; Mexico; Netherlands East Indies; New Zealand; Norway; Peru; South Africa; Switzerland; Turkey; Uruguay; and Venezuela. (Free.)  
Lumber Market of Japan (1926). (Price 25 cents.)  
Map of the World showing Trade Routes. (1930 Edition.)  
Markets of British Malaya (1923). (Price 25 cents.)  
Markets of Central America (1929). (Price 25 cents.)  
Markets of Jamaica and the Republics of Colombia, Venezuela and Panama (1922). (Price 25 cents.)  
Peru as a Market for Canadian Products (1926). (Price 25 cents.)  
Points for Exporters: Leaflets covering the following countries: Australia; Belgium; the Bahamas; Brazil; British Honduras; China; Colombia; Cuba; Egypt; France; Germany; Hayti; Hongkong; India; Jamaica; Japan; Mexico; British Malaya and Siam; Netherlands; Netherlands East Indies; New Zealand; Panama; South Africa; British West Indies; Venezuela; and the United Kingdom. (Free.)  
Republic of Chile: Its Economic Condition and Trading Opportunities (1923). (Price 25 cents.)  
Shipping to Argentina: Bank Draft Collections, Marine Insurance, Packing and Marking of Cases (1931). (Free.)  
South American Markets (1929).  
Sweden as a Market for Canadian Products (1928). (Price 25 cents.)  
Switzerland as a Market (1929). (Price 25 cents.)  
Trade of the African Sub-Continent (1928). (Price 25 cents.)  
Trade of the New Countries of Southeast Europe (1921). (Price 25 cents.)  
Trading Opportunities in Scandinavia (1922). (Price 25 cents.)  
Trade Possibilities of the Baltic States (1929). (Price 25 cents.)  
Trading with Colombia and Venezuela (1923). (Price 25 cents.)  
Trading with Egypt (1921). (Price 25 cents.)  
Trading with Greece (1921). (Price 25 cents.)  
Yugoslavia as a Market (1930). (Price 25 cents.)  
Trading with Spain (1926). (Price 25 cents.)  
West Africa and its Opportunities for Canadian Trade (1921). (Price 25 cents.)  
Foreign Markets for Canadian Certified Seed Potatoes (1930). (Price 25 cents.)

**PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS**

- The following is an abbreviated list of publications of the Bureau of Statistics.  
Census of Canada.  
Miscellaneous Statistics respecting the following: Business; Education; Employment; Finance (Provincial and Municipal); Justice; Transportation, including railways and tramways, express, telegraphs, telephones, water, etc.; Production, including agriculture, furs, fisheries, forestry, mining, construction and manufactures; Vital: Births, deaths, marriages, divorce.  
Canada, 1931.  
Year Book of Canada.  
Report of the Dominion Statistician, Annual.  
Trade (External) (Imports and Exports), Annual, Quarterly and Monthly.  
Trade (Internal), Prices, cost of living, capital movements, etc.

# COMMERCIAL INTELLIGENCE SERVICE

495

## CANADIAN GOVERNMENT TRADE COMMISSIONERS

### Argentine Republic

ACTING TRADE COMMISSIONER, B. Mitre 430, Buenos Aires (1). (Territory includes Chile and Uruguay.) *Cable address, Canadian.*

### Australia

D. H. ROSS. Address for letters—Box 196C, G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable address, Canadian.*  
*Commercial Agent:* B. MILLIN, The Royal Exchange, Sydney, N.S.W.

### Belgium

HENRI TURCOT, 98 Boulevard Adolphe Max, Brussels. *Cable address, Canadian.*

### Brazil

A. S. BLEAKNEY. Address for letters—Caixa Postal 2164, Rio de Janeiro. Office—Ed. Da "A. Noite," Sala 802, Praca Maua. *Cable address, Canadian.*

### British West Indies

*Trinidad:* ACTING TRADE COMMISSIONER. Address for letters—P.O. Box 125, Port of Spain. Office—Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, and British Guiana.) *Cable address, Canadian.*

*Jamaica:* F. W. FRASER, P.O. Box 225. Office—Canadian Bank of Commerce Chambers, Kingston. (Territory covers Jamaica, Hayti, the Bahamas, and British Honduras.) *Cable address, Canadian.*

### China

L. M. COSGRAVE. Address for letters—P.O. Box 264, Shanghai. Office—Daily News Building, 17 The Bund, Shanghai. *Cable address, Canadian.*

PAUL SYKES. Address for letters—P.O. Box 160, Dairen, Manchuria. Office—Cornabe Building, 1 Higashi-Koen-Cho, Dairen, Manchuria. (Territory covers Manchuria.) *Cable address, Canadian.*

### Cuba

E. L. McCOLL. Address for letters—Apartado 1945, Havana. Office address—Royal Bank of Canada Building, Calle Aguiar 75, Havana. (Territory includes San Domingo and Puerto Rico.) *Cable address, Canadian.*

### Egypt

YVES LAMONTAGNE. Address for letters—P.O. Box 1770, Cairo. Office—22 Shari Kasr el Nil, Cairo. (Territory includes the Sudan, Palestine, Cyprus, Iraq, Syria, and Persia.) *Cable address, Canadian.*

### France

HERCULE BARRÉ, 3 rue Scribe, Paris (9) (Territory includes French Colonies in North Africa.) *Cable address, Cancomac.*

### Germany

ACTING TRADE COMMISSIONER, Mönckebergstrasse 31, Hamburg. (Territory covers Germany—except the Rhine Valley—Czechoslovakia, Austria, and Eastern European countries.) *Cable address, Canadian.*

### Greece

ACTING TRADE COMMISSIONER, 1 Corai Street, Athens. (Territory includes Turkey.) *Cable address, Canadian.*

### Hongkong

V. E. DUCLOS. Address for letters—P.O. Box 80, Hongkong. Office—Gloucester Building, Hongkong. (Territory includes South China, the Philippines, British North Borneo, and Indo-China.) *Cable address, Canadian.*

### India and Ceylon

R. T. YOUNG. Address for letters—P.O. Box 2003, Calcutta. Office—8 Esplanade Mansions, Government Place East, Calcutta. *Cable address, Canadian.*

### Irish Free State and Northern Ireland

J. H. ENGLISH, 66 Upper O'Connell Street, Dublin, Irish Free State (*cable address, Canadian*): and 44 Ann Street, Belfast, Northern Ireland (*cable address, Adanac*)



# CANADIAN GOVERNMENT TRADE COMMISSIONERS—*Con.*

## Italy

A. B. MUDDIMAN, Via Manzoni Nr. 5, Milan (102). (Territory includes Spain, Portugal, Gibraltar, Canary Islands, Malta, Italian Colonies in Africa, Albania, and Jugoslavia.) *Cable address, Canadian.*

## Japan

*Tokyo:* J. A. LANGLEY, Commercial Secretary; RICHARD GREW, Trade Commissioner. Address for letters—P.O. Box F101, Tokyo Central. Office—Imperial Life Assurance Building, Marunouchi, Tokyo. *Cable address, Canadian.*

*Kobe:* ACTING TRADE COMMISSIONER. Address for letters—P.O. Box 230, Kobe. Office—Chamber of Commerce Building, Kobe. *Cable address, Canadian.*

## Mexico

ACTING TRADE COMMISSIONER. Address for letters—Apartado Num. 126-bis, Mexico City. Office—Edificio Banco de Londres y Mexico, Num. 30, Mexico City. (Territory includes Central American Republics.) *Cable address, Cancoma.*

## Netherlands

J. C. MACGILLIVRAY, Beursplein 26B, Rotterdam. (Territory includes the Rhine Valley and Switzerland.) *Cable address, Canadian.*

## Netherlands East Indies

G. R. HEASMAN. Address for letters—P.O. Box 84, Batavia, Java. Office—Chartered Bank Building, Melacca St., Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, and Siam.) *Cable address, Canadian.*

## New Zealand

C. M. CROFT. Address for letters—P.O. Box 33, Auckland. Office—Yorkshire House, Shortland Street, Auckland. (Territory includes Fiji and Western Samoa.) *Cable address, Canadian.*

## Norway

F. H. PALMER, Jernbanetorget 4, Oslo. (Territory includes Scandinavian countries and Finland.) *Cable address, Canadian.*

## Panama

J. A. STRONG. Address for letters—P.O. Box 222, Panama City. Office—Royal Bank of Canada Building, Santa Ana Plaza, Panama City. (Territory includes Venezuela and Colombia.) *Cable address, Canadian.*

## Peru

C. S. BISSETT. Address for letters—Casilla 1212, Lima. Office—Calle Coca, 478, Lima. (Territory includes Bolivia and Ecuador.) *Cable address, Canadian.*

## South Africa

G. R. STEVENS. Address for letters—P.O. Box 683, Cape Town. Office—Cleghorn & Harris Building, Adderley Street, Cape Town. (Territory includes Southwest Africa, the Rhodesias, Nyasaland, Tanganyika Territory, and Kenya Colony.) *Cable address, Cantracom.*

## United Kingdom

*London:* HARRISON WATSON, Canada House, Trafalgar Square, S.W.1. (Territory covers Home Counties, Southeastern Counties, and East Anglia.) *Cable address, Sleighing, London.*

*London:* J. FORSYTH SMITH, Fruit Trade Commissioner, Walter House, Bedford Street, Strand, W.C.2. *Cable address, Canfrucum.* (Territory—for fresh fruit only—covers United Kingdom, Norway, Denmark, Sweden, France, Holland, Belgium, Germany, and Spain.)

*London:* W. A. WILSON, Animal Products Trade Commissioner, Canada House, Trafalgar Square, S.W.1. *Cable address, Agrilson.*

*Liverpool:* H. R. POUSSETTE, Century Bldgs., 31 North John Street. (Territory covers North of England, Lincolnshire, North Midlands, and North Wales.) *Cable address, Canadian.*

*Bristol:* DOUGLAS S. COLE, Sun Building, Clare Street. (Territory covers West of England, South Wales, and South Midlands.) *Cable address, Canadian.*

*Glasgow:* GORDON B. JOHNSON, 200 St. Vincent Street. *Cable address, Cantracom.*

## United States

*New York City:* FREDERIC HUDD, 25 Broadway. (Territory includes Bermuda.) *Cable address, Cantracom.*

**Note.—Bentley's Second Phrase Code is used by Canadian Trade Commissioners**

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# Commercial Intelligence Journal

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Minister: Hon. H. H. Stevens, M.P.

Deputy Minister: James G. Parmelee

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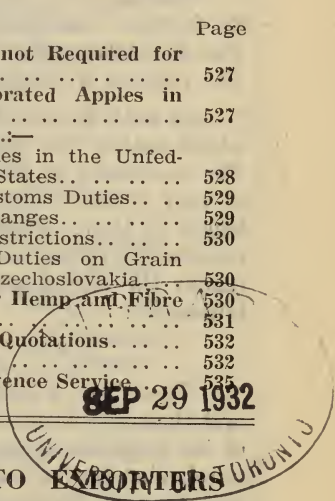
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## TABLE OF CONTENTS

	Page		Page
Canadian Accounts in Brazil: Notice to Exporters . . . . .	497	Consular Invoices not Required for Manchuria . . . . .	527
Points for Exporters to British Malaya and Siam . . . . .	497	Market for Evaporated Apples in Sweden . . . . .	527
Australian Financial and Commercial Conditions . . . . .	508	Tariff Changes, etc.:—	
Trade of New Zealand, January to June, 1932 . . . . .	511	Preferential Duties in the Unfederated Malay States . . . . .	528
Indian Market for Motor Car Parts and Accessories . . . . .	513	New German Customs Duties . . . . .	529
Canadian Exports to the United States of Agricultural Products, etc. . . . .	516	Italian Tariff Changes . . . . .	529
Trade of India, April to June, 1932 . . . . .	518	Swiss Import Restrictions . . . . .	530
Netherlands Leather Market . . . . .	518	Supplementary Duties on Grain and Flour in Czechoslovakia . . . . .	530
Hungarian Wheat Crop . . . . .	524	Empire Sources for Hemp and Fibre . . . . .	530
Mining Industry in Manchuria . . . . .	525	Trade Inquiries . . . . .	531
		Foreign Exchange Quotations . . . . .	532
		Proposed Sailings . . . . .	532
		Commercial Intelligence Service . . . . .	532



### CANADIAN ACCOUNTS IN BRAZIL: NOTICE TO EXPORTERS

Canadian exporting firms whose outstanding accounts in Brazil, owing to the exchange situation, are tied up for lack of cover, are invited to communicate with the Department of Trade and Commerce, Ottawa, giving particulars of the amount of their accounts, due dates, and the name of the bank in Brazil holding the drafts.

### POINTS FOR EXPORTERS TO BRITISH MALAYA AND SIAM

GEO. R. HEASMAN, CANADIAN TRADE COMMISSIONER

Batavia, August 1, 1932.—British Malaya and Siam are comparatively little known to Canadian manufacturers. Exporters in British Columbia are naturally more familiar with this territory than those of Eastern Canada. British Malaya consists chiefly of a narrow peninsula stretching down through the Bay of Bengal and Straits of Malacca on one side and the Gulf of Siam and the China Sea on the other. A narrow neck of land connects Siam at the top.

#### AREA

British Malaya consists of three separate political divisions—namely the Straits Settlements, Federated Malay States, and Unfederated Malay States. British North Borneo, Brunei, Sarawak, and a number of islands are also included



for purposes of administration. The total area is approximately 130,000 square miles, of which about 52,000 square miles are on the Malay Peninsula proper.

The area of Siam is approximately 200,000 square miles and about the size of Spain or slightly smaller than France. It is 1,020 miles in length from north to south; the widest part from east to west is 480 miles.

#### CLIMATE

Singapore, at the most southerly tip of the Malay Peninsula, is less than 2 degrees north of the Equator and the climate varies but little during the year. The mean temperature in 1930 was 80.4 degrees; the mean maximum for the year was 88, and the mean minimum 74 degrees. The average annual rainfall in Singapore is approximately 100 inches, although there has been as much as 135 inches. The Peninsula comes under the influence of the monsoons, but the wet and dry seasons are not as well marked as in Java.

In Bangkok, the capital of Siam, the average temperature during 1929 was 83 degrees; the mean maximum was 92, and the mean minimum 74 degrees. The highest recorded temperature for the year was 107 degrees in the shade. The rainfall averages 64 inches annually.

In both British Malaya and Siam it is not so much the heat as the humidity which makes the climate hard on commodities no less than on human beings. The monotony of changeless days and seasons with their enervating atmosphere is very trying. Confectionery and fruit when exposed will not keep for any length of time. Flour develops weevils more quickly than in a dry climate and metalware rusts very quickly unless exceptional care is taken. White ants render the use of any kind of soft woods for construction purposes practically impossible.

#### POPULATION AND PURCHASING POWER

There are a large number of different races to be found in both countries, and their requirements and purchasing power are greatly diversified. The bulk of the population consists of agricultural labourers, native to the country, whose purchasing power is small. The next largest section consists of Chinese labourers and traders, whose purchasing power varies considerably, but who form the most important class in the country for the purchase of Canadian products. The number of Europeans, in comparison, is of little importance.

The population of British Malaya in 1931 was 4,385,346, which is a 30 per cent increase over 1930. The number of Chinese was 1,709,392, resident chiefly in the cities and towns; Singapore alone had 340,000 Chinese. Native Malays, Indians, and other Malasians numbered 2,586,030, Europeans 17,768, and Eurasians 16,043.

British capital and enterprise, the industry and economic genius of the Chinese plus the labour of the Southern Indian and the adaptability and social philosophy of the Malay, have all contributed to make Malaya attractive to emigrants from neighbouring countries. Until the great depression there had been a continuous stream of emigrants from China, India, and Java. Only a little over half of the population is Malayan born.

In Siam the total population is approximately 10,000,000, of which the European population is estimated at 2,000, chiefly located in Bangkok. Chinese are prominent in the cities and make up one-third of Bangkok's population. They do not possess the wealth that is to be found among the Chinese traders in British Malaya, and the Siamese themselves are comparatively poor.

PORTS AND MAIN CITIES

In Siam, Bangkok is the chief port; over 80 per cent of the trade passes through that city. In British Malaya, Singapore is the most important port and city, followed by Penang. Both these latter cities are located on islands and form part of the Straits Settlements. Port Swettenham and Malacca are two minor ports serving the interior of British Malaya, especially the cities of Kuala Lumpur and Ipoh, the former being the centre of the rubber industry and the latter the centre of the mining industry.



It is difficult to impress Canadian exporters with a true picture of British Malaya as it is to-day, with its 3,700 miles of metal roads, 1,200 miles of railways, busy towns, trim villages, the efficient electric and telephone services, imposing public buildings, and its highly organized social institutions. It is so different from the moving pictures of Singapore and from the impressions derived from books of fiction which, secure in the assumption of popular ignorance, still use as a picturesque and romantic setting an imaginary Singapore as it may or may not have been fifty years ago. Even the new Singapore Naval Base, of which so much is heard, is many miles from the city and in no way affects its everyday life.



## LANGUAGE

In British Malaya the universal commercial language is English, although the language in most general use is probably Malay. All correspondence between foreign exporters and local importers is carried on in English. Only a traveller wishing to call upon the small retail shops scattered throughout the country would find it necessary to have a knowledge of Malay. The Chinese immigrant first learns Malay and then English. As most of the retail trade is in the hands of the Chinese, a knowledge of Malay is essential in dealing with them. The foreign exporter usually has his contact with a European importer, but even if represented by a Chinese importer, the latter is probably a Straits-born Chinese and has an excellent knowledge of English; in many cases Straits-born Chinese are unable to speak any Chinese dialect.

In Siam the same situation exists, except that the traveller requires a knowledge of Siamese instead of Malay. Here again, however, the importer is usually a European firm. There are a number of well-known and strong Siamese firms, but they carry on their foreign correspondence in English.

## CURRENCY

The standard coin in British Malaya is the Straits silver dollar. There are subsidiary silver coins of 20, 10, and 5 cents. Copper coins are in use for 1,  $\frac{1}{2}$ , and  $\frac{1}{4}$  cents, but there is practically no circulation of the latter two denominations. Currency notes are issued for 10,000, 1,000, 100, 50, 10, 5, and 1 dollar. The last denomination has practically taken the place of the standard silver dollar. The Straits dollar is linked with London sterling at the rate of \$60 equals £7. The sterling value of the dollar is thus fixed at 2s. 4d. Gold has never been in active circulation in Malaya. One Straits dollar equals approximately 56 cents Canadian.

The currency of Siam is linked with gold at the rate of one baht to 0.66567 grams of fine gold. The coins at present used are the silver baht or tical,  $\frac{1}{2}$  baht (2 salungs), and  $\frac{1}{4}$  baht (1 salung), the nickel 10 and 5 satang (cent) pieces and the bronze 1 satang (cent) piece. Currency notes are a monopoly of the Government and are issued for 1, 5, 10, 20, 50, 100, and 1,000 baht. The rate of exchange of the baht at par is 11 baht equal £1; 1 baht is equal to slightly over 44 cents Canadian.

## WEIGHTS AND MEASURES

In British Malaya, English weights and measures are used. Hundredweights are 112 pounds and tons 2,240 pounds. Among the Asiatic commercial and trading classes there are various Chinese measures as follows:—

Local Terms	Equivalent
Chupah . . . . .	1 quart
Gantang . . . . .	1 gallon
Tahil . . . . .	1 $\frac{1}{4}$ ounces
Kati (16 tahils) . . . . .	1 $\frac{1}{2}$ pounds
Picul (100 katis) . . . . .	133 $\frac{1}{3}$ pounds
Koyan (40 piculs) . . . . .	533 $\frac{1}{3}$ pounds

In Siam the chief weights and measures used are the kati, picul, and koyan. The Government in 1924 officially adopted the metric system of weights and measures, and it is becoming more generally used. Under this law one picul is standardized at 60 kilograms, one kati at 600 grams, and one koyan at 2,000 litres.

## POSTAGE AND CABLE RATES

The postage rates on letters to Siam are 5 cents for the first ounce and 3 cents for every additional ounce, or fraction thereof. From Siam to Canada the rate is 15 satang cents for the first 20 grams and 10 satang cents for every

additional 20 grams. The air mail tariff on letters from Siam to Canada is 25 satang cents for the first 20 grams and 10 satang cents for every additional 20 grams or fraction thereof in addition to ordinary letter postage rates.

The postage rate from Canada to Malaya is 3 cents for the first ounce and 2 cents for each additional ounce or fraction thereof, while from Malaya to Canada it is 8 cents (Straits) for the first ounce and 4 cents for each additional ounce or fraction thereof. The rate for air mail is 50 cents (Straits) per half ounce over and above ordinary postage rate. The Dutch air mail service from Java to Holland picks up air mail letters in Malaya. The same plane then proceeds to Bangkok, where mail from that city is taken on. In Siam they are also able to make use of the air mail service from French Indo-China to France. Cable rates to Siam and British Malaya can best be obtained by applying to the nearest cable office, but from this territory to Canada they are as follows in Canadian currency at par:—

To Province of:	Rate per Word from Siam    British Malaya	
British Columbia (Vancouver—first zone) . . . . .	\$1 08	\$1 04
Alberta and Saskatchewan . . . . .	1 08	1 01
Manitoba . . . . .	1 05	1 01
New Brunswick, Nova Scotia, Ontario, Prince Edward Island and Quebec . . . . .	94	90

INDUSTRY

The industries of British Malaya and Siam consist chiefly of the production of rubber and tin in the former country, and the growing of rice and the exploiting of teak forests in the latter. Siam is practically dependent upon its rice crops. This is one of the economic weaknesses of the kingdom. British Malaya is not in a much better position as it is dependent on rubber and tin for its prosperity. There are a dozen pineapple factories in the lower part of British Malaya, but these have no influence on the economic life of the country.

In recent years efforts have been made, especially in Singapore, to develop local manufacturing, while in other parts of Malaya the official policy has been to encourage the natives to plant more rice and to diversify agricultural production as much as possible. In Singapore the only manufacturing consists of biscuits, rubber products, bricks and tiles, cigarettes, cement, leather goods, pottery, and matches. These local industries, however, are all dependent upon the success of the two primary products, rubber and tin. British Malaya and Siam cannot yet be considered industrial countries, and will therefore continue to offer a good market for all classes of manufactured articles.

TRADE

British Malaya and Siam during 1931 had a total foreign trade of approximately \$540,000,000. Total imports were valued at approximately \$299,180,000. British Malayan imports were valued at \$253,680,000, which was a 36 per cent decline from 1930. The main classes of imports into British Malaya consist of manufactured oils, fats, and resins amounting to 23 per cent of the total during 1931. The largest portion of this amount consists of petroleum in its various forms. Food and drink, not including alcohol, accounted for 13 per cent, grain and flour 12 per cent, alcohol and tobacco 5 per cent, cotton yarns and manufactures 4 per cent. The chief sources of origin were British Possessions and protectorates, the United Kingdom, Japan, and the United States. Under the heading British Possessions and Protectorates is included the large imports of crude rubber from British Borneo and other similar products for transshipment.

Siam's imports for 1931 were valued at \$45,500,000, which is a considerable reduction from previous years. The chief classes of imports are cotton manufactures, provisions and foodstuffs, liquid fuel, machinery (including machine



tools), manufactures of iron and steel, tobacco and manufactures thereof, silk manufactures, electrical goods, alcoholic drinks, and paper manufactures, in order of their importance. The main countries of origin are Hongkong, Malaya, the United Kingdom, Netherlands India, and Japan. Hongkong, and Singapore and Penang in Malaya, are chiefly transshipment ports for cargo received from other countries.

Canada's opportunity for trade in Siam is limited due to the absence of a direct shipping service. There is no such hindrance, however, in trading with British Malaya, and Canadian manufacturers and exporters of such articles as automobiles and accessories, rubber manufactures, machinery belting, canned milk, flour, canned vegetables, canned fish, fresh fruit, nails and tacks, electric stoves, wireless apparatus, soft goods, hosiery, paper, and confectionery should find an increasing market in this country.

#### DISTRIBUTION OF IMPORTED GOODS

The channels of distribution in British Malaya and Siam may be listed under five headings:—

- (1) European distributing houses, usually of long standing in the country.
- (2) Chinese or Siamese distributing houses.
- (3) A resident manufacturers' agent.
- (4) A factory or travelling representative who visits the territory once or twice a year.
- (5) Direct sales to dealers by exporters.

The European distributing houses are usually old firms of good standing doing a general import and export business. They may be agents for one or more shipping lines and have branches established in the main cities. Their head office is often in London, Holland, Denmark, or Germany. The head office acts as a general purchasing centre and frequently settles all financial obligations. These firms are usually conservative in policy, represent a large number of European manufacturers, and have a tendency to push only the well-established lines. Canadian exporters when dealing with them need have no financial misgivings, as they are usually proud of the good name which they have established over a long period of years. Furthermore, manufacturers whose lines are accepted by one of these houses are assured that by means of their branches the commodity will receive good distribution. Unfortunately, however, because of their method of organization, imposing buildings and large European personnel, they require a larger profit on their turnover than a Chinese distributing house or manufacturers' agent, and this sometimes makes an article non-competitive in price.

The Siamese and Chinese distributing house is the natural outcome of old Chinese or Siamese firms who have been trading for a number of years and have accumulated sufficient capital to enable them to meet foreign obligations and carry on a general import trade of their own. There are comparatively few large firms of this type, but they are gradually increasing and the time is not far distant when they may entirely supplant the European import house. They have already made serious inroads into the provision and piece goods trades. Technical lines will be the last to go. These distributing houses, due to their low overhead, are able to sell to the retail trade at a smaller profit than the European firms and are thus getting the business.

There are only a few manufacturers' agents in British Malaya or Siam. These have come chiefly into prominence during the last four years, but there is every indication that they will increase in number and importance. In the old days the Chinese retailer (and most of the retail trade is in the hands of the Chinese) purchased from the large European houses on long terms of

credit and at a price which left the European import house a handsome profit. As the more prosperous of these Chinese traders accumulated capital, they in turn assumed distributing rights of their own, especially in the provision trade. The manufacturers' agent now sells to a large number of these Chinese wholesale distributors on a commission basis. The Chinese wholesale distributor does not usually have branches in the various cities, and the manufacturers' agent fulfils the function of visiting the different towns and taking indents from these firms. He also sells to the larger retail stores which are not engaged in wholesale distribution themselves, but purchase in sufficiently large quantities to want to do so direct from a manufacturer. Outstanding examples are the Chinese departmental stores. The prosperous Chinese retailer is now able to carry moderately large stocks and to meet drafts when presented. These firms were formerly all customers of the European distributing houses, but the manufacturers' agent, with no overhead, is able to sell at a much lower price.

The travelling factory representative may either play the part of the manufacturers' agent—that is, visit the territory once or twice a year taking orders from all and sundry and then return to the factory—or he may place his line in the hands of two or three different houses, European or Chinese, and visit these firms periodically to see that they are obtaining all possible business. He is in any case a direct factory representative and not resident in the country.

Direct sales by manufacturers to dealers, so called, are not recommended. These dealers, scattered throughout the country, are what might be termed small wholesalers. They are the logical customers of manufacturers' agents. Manufacturers selling direct to this class of trade usually take risks that are out of proportion to the small extra expense required to pay an agent's commission. A resident agent is in a much better position to know when an order should be accepted and when rejected. He is in constant touch with them and knows their credit standing.

Which of the above methods of distribution is most advisable in any one instance depends almost entirely on the commodity. For technical lines where service is required and technical knowledge is necessary, the European distributing houses are usually essential, although there are one or two good Siamese engineering houses in Bangkok. Where any large credit is likely to be involved, one of the old European firms is to be recommended. For provisions, on the other hand, there are several Chinese and Siamese distributing houses who would probably prove more satisfactory than any other medium. For automobile accessory lines or for any new product which would require a considerable amount of missionary work, a manufacturers' agent usually has more enthusiasm and will work harder and devote more time to make a sale than the representative of one of the large distributing houses. He realizes that only by selling can he make a commission, and when he makes a sale it means just so much more profit to himself. On the other hand, where it is necessary to carry stocks such as in the case of building materials, a manufacturers' agent, while able to bring the necessary enthusiasm into his work, seldom has the facilities. Sometimes an arrangement can be entered into whereby one of the European distributing houses acts as stockist for the manufacturers' agent, but this does not always prove satisfactory. The travelling representative is, of course, only for those firms who know that there is business to be obtained in this territory, and that it is worth their while to send out a man from Canada periodically to watch their interests.

#### SECURING REPRESENTATION

Manufacturers interested in exporting to British Malaya and Siam are advised first to secure all information possible on the particular commodity in which they are interested from the reports on file with the Department of Trade



and Commerce. If satisfied that a market may exist, they should write to the Trade Commissioner supplying samples and prices, and request that if their article is competitive they be placed in touch with a local importer. If exporters desire to correspond direct with importers, directories of local importers are on file at the Department of Trade and Commerce. There are two copies; one is a local publication, while the other has been compiled by this office and is more selective. It represents only those firms who have shown themselves to be interested in securing agencies for Canadian lines. If a manufacturer writes direct to one of these firms in preference to first writing to the Trade Commissioner, it is suggested that he forward a copy of his letter to this office so that a personal follow-up call may be made. Personal contact is in every case more effective than the writing of many letters.

Canadian manufacturers are urged to send out their own representatives wherever possible. No matter how much enthusiasm a Trade Commissioner may possess, he cannot possibly make up for the specialized training of a factory representative, nor can he devote the same amount of time to one particular commodity. Moreover, local import firms realize when talking to a Trade Commissioner that he is after all only a go-between and does not have the authority to take action or make decisions as can a factory representative. The mere fact that the local importer has actually met the representative of the export firm often goes a long way later on towards smoothing out difficulties and securing increased sales.

Manufacturers contemplating sending out representatives are strongly urged to advise the Trade Commissioner, in order that the ground may be prepared for his arrival.

Exporters, especially those in Western Canada, who now make periodical trips to Japan and China, might consider the advisability of extending their trip to Hongkong, British Malaya, Java, and then back by way of Australia and New Zealand. This round trip enables the traveller to touch at the more important markets bordering the Pacific Ocean. This trip, although fairly long, can be made more economically than most firms realize.

#### TERMS OF SALE AND CREDITS

Quotations are usually those required by importing firms the world over, namely c.i.f. The more competitive the market, the more reason why the manufacturers' selling terms should be as simple as possible. It is useless to expect an import firm to consider f.o.b. factory terms when probably half-a-dozen competitors from as many different countries are quoting c.i.f. In one case they know exactly what the goods are going to cost, while in the other they have no idea nor have they any means of obtaining an idea. If it is absolutely impossible for a firm to quote c.i.f., as may sometimes be the case for a company manufacturing a variety of wearing apparel, the quotations should at least be f.o.b. port of shipment and the importer advised of the ocean freight rate. It has been found that, while it may be complicated and involve a great amount of work, it is nearly always possible to quote c.i.f. based on minimum quantities. It will also be found worth while in many cases to make a c.i.f. quotation to apply on the initial shipment only or until such time as it is ascertained definitely just what percentage should be added to make the quotation c.i.f.

Quotations are also received demanding that a letter of credit first be established. Exporters requiring letter of credit terms are not likely to receive any more consideration, in the majority of cases, than those quoting f.o.b. selling prices. The demanding of a letter of credit is quite in order where the amount involved is a considerable sum, but to insist on a letter of credit when endeavouring to establish a connection is ridiculous, particularly when it concerns only

initial trial shipments. As in the case of quotations c.i.f., there are many competitors who are willing to quote not only on sight draft terms, but frequently to allow 30, 60, and 90 days' credit in order to introduce a product. In the majority of cases, practically every article exported from Canada is already established on the market. What inducement is there for the local firm to break their old-established connections in order to secure supplies from firms who are quoting f.o.b. and demanding a letter of credit? In order to secure an entry into a foreign market, it is often necessary not only to grant terms equal to those of your competitor, but to grant even better terms in order to merit consideration. Terms and price are of paramount importance in the markets of the East; quality, in practically every instance, takes second place.

It is difficult to obtain up-to-date credit information on local firms due to the absence of such agencies as Duns and Bradstreets. The local banks are the only recognized sources from which credit information can be obtained, and these reports are usually meagre and non-committal. Sometimes a firm will file at the bank their latest financial statement, extracts of which are used to advise interested parties seeking information on their financial standing. In the majority of cases the only thing the bank has to go by is the standing of their account and as to whether or not they honour their drafts regularly and without pressure.

#### DISCOUNTS AND COMMISSIONS

In British Malaya and Siam there are comparatively few manufacturers' agents. Most importing is in the hands of general merchants of long standing who handle everything from machinery to provisions. These firms are not interested in commissions but only in liberal discounts. They buy outright for their own account and sell the article at the best price obtainable. In quoting for this market, manufacturers should list their discounts, but retain a commission in the price. This enables the Trade Commissioner to advise either a manufacturers' agent that the price contains a commission or, if approaching a general import house, that the price contains a further discount equal to that commission.

#### CONSIGNMENT SHIPMENTS

Shipments on consignment are not looked upon with favour either by first-class importers or by manufacturers. If an importer believes an article will sell he is usually prepared to buy it outright, and if in his opinion there is no sale for the product he has no desire to receive a consignment. Consignment shipments, unless on a sound basis and unless mutual confidence has been built up between the exporter and importer, lead to trouble sooner or later. It sometimes happens that manufacturers know from their experience in other markets that if they can persuade some first-class firm to accept a consignment, their product would soon prove its worth and result in steady business. In such cases the policy is good; the commodity can always be sold for something so that a total loss is not incurred. There are other lines in which exporters are forced into consignments through competition. An example of this is the flour trade. There have been so many Australian exporters endeavouring to place their flour in British Malaya that consignment shipments have been resorted to in order to secure an entrée into the market. This practice has gradually grown until some dealers are doing a large business in flour entirely on a consignment basis. Canadian manufacturers and exporters both to British Malaya and Siam should be governed by the advice of the Trade Commissioner, who is generally in a position to know whether or not a consignment shipment is advisable.

#### GOVERNMENT CONTRACTS

The Crown Agents for the Colonies in London do a large portion of the Malayan Government's purchasing. Where small quantities are required for



immediate use, purchasing is done locally. Government contracts put out to tender usually specify that certain materials must be used. In order to get this material specified in the contract, it is necessary that local distributors sell the idea of using their material to the Government architect in charge. Railway supplies, steam rollers and equipment required by the Public Works Department are purchased through the Crown Agents. The first step towards securing business from the Crown Agents is for Canadian manufacturers to have their names placed upon the list of approved sources of supply. The second step is to have a local importer act as a representative who will constantly be endeavouring to have the product in question specified by the Government when forwarding requisitions for such materials to London.

In Siam the Government purchases chiefly from local importers on what is known as a private tender. The tender forms are sent to selected firms who have previously had their name placed upon this private list. The office of the Canadian Government Trade Commissioner is on this list, and these tenders are received regularly and forwarded to Ottawa. Very often, however, there is not sufficient time for the Canadian manufacturer to receive the tender and submit a quotation. In addition to these private tenders, so-called public tenders are issued. These are for materials involving large quantities and for considerable sums of money. These public tenders are sent to agents of the Siamese Government in both London and New York, from which centres they are distributed to interested firms. The above remarks chiefly concern the Department of Railways, Government hotels, and Public Works Department, who are the chief purchasers of Government material. Purchasing by the other departments such as the Post Office, which controls the purchase of aeroplanes, etc., are handled in a more direct manner.

#### PACKING AND MARKING OF GOODS

In shipping to British Malaya and Siam, the chief factor to remember is that the article in question is going to be subject to a considerable amount of handling. It will also depend on how shipments are to be routed—that is, whether or not a transshipment is involved, although this is always necessary when shipping to Siam. All battens should be inside and not outside a crate which will be charged by measurement and not by weight. Straw packing is not desirable. The climate is humid, and the straw has a tendency to absorb moisture and make an unsatisfactory packing. Each box, crate, or case should be numbered individually. Furthermore, unless it is known that two or three articles comprising one shipment have the same rate of duty, each should be packed in a separate case. Stevedores or labourers at the dock are Orientals and have no knowledge of English. The warning "use no hooks" conveys nothing, and precautions must be taken accordingly.

#### BRANDS

There is probably no market in the world where the brand under which an article sells is so important as it is in the East. This is due to the generally prevailing illiteracy. It is only by means of a picture, and one which is readily understood, that it is possible to impress upon the native the type of goods which a tin or package contains. Furthermore, when a repeat order is required, it is customary to ask for the commodity by its brand or "chop." Canadian manufacturers are not giving sufficient attention to this side of their exporting. Several commodities could be made more popular if they had a more attractive brand. This also applies to labelling. When a tin of goods is labelled with a white wrapper there is a tendency in this hot moist climate for the rust to come through, thus detracting from the appearance. Red, blue, green, but especially red, are the most attractive colours.

## SHIPPING FACILITIES

From Eastern Canada, the Java-New York Line out of New York offers the fastest service to British Malaya. Messrs. Funch Edye & Co., Inc., 25 Broadway, New York, are the agents. Shipments via Montreal, Halifax, or Saint John involve transshipment, usually at Liverpool. For Siam, a transshipment is always necessary, and Liverpool is preferable. From Western Canada, the best way to reach Siam is by Canadian Pacific steamships to Hongkong and then tranship to Bangkok. To Singapore two routes are suggested—namely Canadian Pacific steamships to Hongkong and then tranship to Singapore, or by the direct service of the Silver Java Pacific Line from Vancouver to Singapore. The agents for the latter line are Messrs. Dingwall Cotts & Co., Vancouver. Certain of these boats carry refrigerator space, enabling cold storage products to be landed in Singapore in excellent condition. Transshipment of cold storage produce at Hongkong for forwarding to Singapore is not recommended.

## TARIFF PREFERENCES

The tariffs and customs duties of Siam and British Malaya may be obtained on application to the Department of Trade and Commerce, Ottawa. These are subject to frequent change. There is only one tariff in force in Siam, which is applicable to all countries. In British Malaya both Singapore and Penang, the chief ports in the Straits Settlements, are free with the exception of liquors, wines, and a few other articles of little interest to Canadian exporters. A British preferential duty exists on these commodities. In the Federated Malay States and Unfederated Malay States there are duties. All these States except Trengganu have granted a British preference on certain articles from any part of the British Empire. Singapore, however, is the chief purchasing centre for the whole of British Malaya, and, as stated above, there are practically no import restrictions.

## INVOICE FORMS

The ordinary commercial type of invoice in triplicate is satisfactory for shipments to Siam. In British Malaya no special form of invoice is required except in cases where it is possible to benefit under the British preferential tariff. In the latter case the Canadian invoice form with combined certificate of value and origin is satisfactory. In view of the number of tariff changes that are being made, Canadian exporters when shipping to any port of British Malaya would be well advised to adopt the official Canadian form of invoice known as "M.B.," changing the wording on the back from "not less than one-half the cost of production" to "not less than one-quarter the cost of production." Exports would then be assured entry under the lowest tariff.

## ADVERTISING

Advertising in British Malaya and Siam is about the same except that there is more done in Singapore than in Bangkok. Billboards play a prominent part in British Malaya, and to a lesser extent in Siam. Since comparatively few people speak or read English, the value of advertising in this language is limited, except in the cities. The distribution of leaflets and samples is popular. Leaflets have this advantage that the printing can be in several languages. Newspapers still remain the best method of advertising, however. To reach the Chinese class, advertising is done in the Chinese newspapers. If for European consumption, advertising can be confined to English newspapers, and if it is desired to reach the educated natives, there are Siamese or Malay newspapers.

## PATENTS AND TRADE MARKS

A report dealing with trade marks in Siam may be obtained by interested Canadian firms on application to the Department of Trade and Commerce.



Ottawa. In British Malaya no legislation has been enacted with respect to the registration of trade marks.

#### FUTURE TREND OF TRADE

The trend of trade in British Malaya and Siam of recent years is towards China and Japan. These countries, especially Japan, have developed their manufacturing industries and are slowly dominating the import trade. Competition is becoming keener, and Canadian exporters must be prepared to meet it on a price basis. The trend of trade is also away from the large foreign import houses. The Chinese control the retail trade, and the number of Chinese firms with sufficient capital to finance their own imports is growing. In the majority of cases, for a small area a reliable Chinese firm is to be preferred as a distributor to a European company. They work on such a narrow margin of profit that they have no difficulty in underselling their European competitors. The point to be borne in mind therefore is that just because a firm is European and of long standing does not necessarily mean that they will be able to secure the best results for the Canadian exporter.

### AUSTRALIAN FINANCIAL AND COMMERCIAL CONDITIONS

D. H. ROSS, CANADIAN TRADE COMMISSIONER

Melbourne, August 17, 1932.—The most important feature in the Australian financial position for the fiscal year ended on June 30 was that the exports of merchandise exceeded imports by £30,690,987, computed in British currency. Various causes—chiefly drastic restrictions on imports—contributed to that result, although the volume of exports, despite low values, added substantially to the favourable trading balance, which amount approximates the annual interest and sinking fund requirements on Australian Government loans in London and New York.

For the first time since 1930, Commonwealth 4 per cent £100 bonds were sold on August 11 at par in the principal stock exchanges in Australia. This marked an important stage in the recovery of investment confidence, which is reflected by the low level of £75 in July, 1931. There has been in the interval a steady recovery in public support for all Federal loan issues.

There are substantial indications of an improvement in trading conditions, and that the pessimism which prevailed for two years is rapidly disappearing, although it is generally recognized that there are serious difficulties in the way before Australia—alike with other countries—will regain the prosperity of some former years.

#### REVENUE AND EXPENDITURE OF THE COMMONWEALTH AND STATES

The following schedule sets out the position of the revenue and expenditure of the Commonwealth and States for the first month of the fiscal year (July, 1932):—

	First Month Fiscal Year to July 30, 1932		+ Surplus - Deficit
	Revenue	Expenditure	
Commonwealth . . . . .	£6,052,000	£5,069,000	+£ 983,000
New South Wales . . . . .	3,083,510	3,164,355	- 80,845
Victoria . . . . .	1,320,212	2,381,317	- 1,061,105
Queensland . . . . .	835,799	880,656	- 44,857
South Australia . . . . .	666,000	1,208,000	- 542,000
Western Australia . . . . .	414,117	792,556	- 378,439
Tasmania . . . . .	192,936	199,738	- 6,802
	Combined deficiency for July, 1932		£1,131,048
	(@ \$4.86 to the £).		\$5,496,893

BANKS BUYING AND SELLING DOLLARS

Australian banks, on demand transactions, are to-day buying United States dollars at the rate of \$2.80½ (selling at \$2.77¼) and Canadian dollars at \$3.22¾ (selling at \$3.18¾) in Australian currency, including the telegraphic transfer exchange on London of £125 7s. 6d. selling and £124 15s. buying on every £100 English currency.

AUSTRALIAN DEBT AND DOLLAR LOANS

Although the various Australian Governments have been consistent and heavy borrowers for many years, almost all their external loans have been arranged in London. At June 30, 1930, Australia's total indebtedness, excluding public bodies, municipalities, and corporations, was as follows:—

Borrowed in London . . . . .	£ 525,785,834
Borrowed in New York . . . . .	47,842,701
Borrowed in Australia . . . . .	526,968,663
	<hr/>
	£1,100,597,198

Up to 1921 no dollar loans had been arranged, but during that year the Queensland Government was successful in floating in New York a loan of \$12,000,000 at 99, bearing interest at 7 per cent per annum for a term of twenty years. In 1922 this State arranged a further loan of \$10,000,000 at an issue price of 96½, bearing interest at 6 per cent per annum for a term of twenty-five years.

It was not until 1925 that the Commonwealth Government first borrowed on the New York market, when a loan of \$75,000,000 was issued at 99½, bearing interest at 5 per cent per annum for a term of thirty years. Two years later a further loan of \$40,000,000 at 98 for thirty years at 5 per cent was arranged. In 1928 the Commonwealth Government issued its last dollar loan, when \$50,000,000 was borrowed at 92½ for a term of twenty-eight years, bearing interest at 4½ per cent. In this loan the Commonwealth reserved the right to repay the loan at any time on giving sixty days' notice.

In 1927 New South Wales arranged two loans aggregating \$50,000,000, whilst in the same year the city of Brisbane, Queensland, secured \$7,500,000, and a year later a similar amount. During 1930 the city of Sydney and Metropolitan Water, Sewerage, and Drainage Board, Sydney, borrowed \$10,000,000 and \$7,500,000 respectively, whilst the city of Brisbane again borrowed a further \$5,000,000.

This concluded Australian borrowing in New York. In the space of nine years loans aggregating \$274,500,000 had been arranged by the following authorities:—

	Amount	Annual Interest
Commonwealth . . . . .	\$165,000,000	\$ 8,000,000
New South Wales . . . . .	50,000,000	2,500,000
Queensland . . . . .	22,000,000	1,440,000
City of Brisbane, Queensland . . . . .	20,000,000	1,050,000
City of Sydney, N.S.W. . . . .	10,000,000	550,000
Sydney Water and Sewerage Bd. . . . .	7,500,000	412,500
	<hr/>	<hr/>
	\$274,500,000	\$13,952,500

These figures represent the total indebtedness in New York, which owing to the operations of the sinking funds has since been reduced.

DOLLAR BONDS PURCHASED IN AUSTRALIA

During recent months Australian investors—despite the adverse conversion and exchange rate—have purchased substantial parcels of dollar bonds in New York. At that period, Australia's credit abroad had been weakened by the policy of the (then) State Government of New South Wales, hence such distant



securities in a foreign stock exchange were ruthlessly hammered even below those of countries which had already defaulted. Thus Australian investors were able to acquire their country's dollar bonds at prices which showed lucrative returns even after providing for the heavy cost of remittances to New York. This support continued for several months, with the result that a substantial percentage of the various Government and corporation issues of dollar bonds is now held in Australia.

#### AUSTRALIAN WHEAT AND FLOUR

*Wheat.*—Relatively, Australia is now an unimportant factor in the world's markets on account of the comparatively small quantity of wheat uncommitted for export. It is now estimated, on expert authority, that approximately 220,000 tons are available for shipment, of which 70,000 tons have been sold, thus leaving only 150,000 tons—including flour equivalent—uncommitted at this date. With this limited quantity, prices have hardened during the last few weeks, and the surplus in Victoria and New South Wales in particular is so small that these States have little wheat to sell.

A feature has been the demand from China, six cargoes having been sold for August-September shipment, and strong inquiries from that country for further supplies are still coming through.

Growers have this month been receiving from 2s. 10d. to 2s. 11d. per bushel at country railway stations—in Australian currency—exclusive of the Government bounty of 4½d. per bushel.

The crop prospects for the 1932-33 harvest could scarcely be improved upon, and, if the usual spring rains fall towards the end of September or early in October, it is anticipated that at least 185,000,000 bushels will be garnered, of which (depending on the carry-over) some 130,000,000 bushels in wheat and flour equivalent will be available for export.

*Flour.*—With the advance in wheat it was anticipated that this would be followed by an increased demand for Australian flour with firmer quotations, but there has been little response on that account. Milling companies have considerable accumulated stocks for which oversea markets are sought, and trade in their commodity is depressed, though quotations have only altered slightly during the month.

To-day's prices for standard quality flour per ton of 2,000 pounds f.o.b. steamer at main Australian ports (in Australian currency) are:—

	£	s.
Packed in sacks of 140 to 150 pounds gross . . . . .	7	0
Packed in hessian bags of 98 to 101 pounds gross . . . . .	7	5
Packed in calico bags of 40 pounds gross . . . . .	7	10

Particulars of shipments of Australian flour from the beginning of the season on December 1 (down to August 14) compare with the similar period of previous seasons as follows: 1929-30, 320,946 tons; 1930-31, 361,402 tons; and 1931-32, 442,601 tons.

*Freight Rates.*—The rate for wheat for September-October shipment to the United Kingdom and the Continent is 25s. a ton and 27s. 6d. on flour, both being advanced in recent weeks. For Mediterranean ports and the west coast of Italy the rates are 27s. 6d. on wheat and 30s. on flour. Tonnage for South Africa is hard to obtain, though restrictions in that Union—particularly in arranging London credits—has made it exceedingly difficult for Australian exporters. Supplies, however, can be shipped to Java, where they are transhipped into steamers trading direct with Delagoa Bay.

#### AUSTRALIAN WHEAT BOUNTY

Up to August 8 some 142,621 claims for the Commonwealth Government's wheat bounty of 4½d. per bushel on wheat delivered to country railway stations were allowed.

The total sum paid (in Australian currency) in satisfaction of the claims was £3,345,132. The Department of Commerce has notified that outstanding claims should be presented during August, so that the total bounty for the harvest of 1931-32 can be adjusted.

Details of the claims and payments in the various States are as follows:—

	Claims Received	Claims Passed for Payment	Amount Paid
New South Wales . . . . .	37,157	36,086	£ 933,011
Victoria . . . . .	35,345	33,618	796,634
South Australia . . . . .	44,144	42,571	848,858
Western Australia . . . . .	22,479	21,683	700,457
Queensland . . . . .	3,060	3,060	64,308
Tasmania . . . . .	436	388	1,864
	142,621	137,406	£3,345,132

The Government has not announced if a bounty will be paid on the 1932-33 crop, but growers are pressing for its continuation.

## TRADE OF NEW ZEALAND, JANUARY TO JUNE, 1932

H. L. E. PRIESTMAN, ASSISTANT TRADE COMMISSIONER

Auckland, August 16, 1932.—The total value of the imports into New Zealand from all countries for the first six months of 1932 was £11,165,823, which compared with £12,915,305 in the similar period of 1931, shows a decrease of 13·5 per cent. Total exports for the 1932 period were £22,178,521, and show an increase of 1·8 per cent compared with the corresponding period in 1931, when the total was £21,784,976. Taking into consideration the known price decline in unit value of exports, this increase in total exports is most creditable, and reflects the quantitative increase in production in several commodities, notably mutton, apples, and gold.

The cumulative favourable balance of trade for the first six months of 1932 amounts in sterling to £10,200,000, a figure 29·8 per cent above that recorded for the same period in 1931 (£7,900,000). With this visible balance, confidence is warranted in the improved ability of the country to provide satisfactorily for overseas interest and other commitments, although the balance has chiefly been built up from curtailments of imports.

The end of June marks the low point in farming operations and is virtually the close of the export year. Comparative figures for the years ended in June are therefore significant. Exports for the year ended June 30, 1932, were valued at £35,546,573 (New Zealand currency), and imports for the same period at £23,063,476 (sterling). Expressed in terms of New Zealand currency, the excess of exports over imports was approximately £10,900,000 as compared with £1,630,000 for the year 1930-31. Total exports include the following principal items for the twelve months ended June 30, 1932 (figures for the twelve months ended June 30, 1931, being in parentheses): butter, 1,968,686 cwt. of 112 pounds (1,808,232) valued at £10,127,507 (£9,918,260); cheese, 1,623,402 cwt. (1,789,871) valued at £4,570,132 (£5,226,600); frozen lamb, 2,502,696 cwt. (2,300,817) valued at £6,275,383 (£6,523,543); frozen mutton, 1,274,810 cwt. (1,188,100) valued at £1,575,477 (£1,810,766); wool, 661,991 bales (648,630) valued at £5,552,885 (£6,195,127); apples, 60,649,823 pounds (52,599,514) valued at £758,016 (£649,799); sheep skins without wool, 11,494,834 skins (8,397,075) valued at £604,742 (£647,898); sawn timber, 24,220,930 superficial feet (16,827,136) valued at £229,172 (£188,684); and gold, 167,518 ounces (126,816) valued at £797,476 (£519,795).



Total exports during 1931-32 were £1,398,404 less than in 1930-31, mainly due to lower prices. Shipments of butter and apples were the greatest yet recorded, while lamb, beef, mutton, skins, wool, tallow, sawn timber, silver and gold showed quantitative increases; on the other hand, cheese, pork, dried rabbit skins, opossum skins, coal, and phormium fibre decreased in quantity. The decline in declared values was widely spread; cheese and wool accounted for the bulk of the decrease. On the year's figures, the substantial increases in values of butter, apples, gold, and sawn timber are worthy of note.

#### IMPORTS FROM CANADA

Specially compiled statistics covering the imports into New Zealand from Canada of principal commodities for the six months ended June 30, 1932, are now available. As was anticipated, the total of £375,463 shows a marked recession from the corresponding total of £709,728 for the first six months of 1931, which in turn was only a fraction of the 1930 equivalent of £2,015,385. One of the principal reasons of the successive declines is that over a large portion of the period under review the majority of Canadian goods were subject to general tariff rates of duty. That disadvantage has been greatly mitigated by the trade agreement between Canada and New Zealand which went into effect on May 24, 1932.

Although clearances of goods held in bond in anticipation of the completion of the trade agreement were very considerable in May and June, sufficient time has not elapsed for regular new shipments to arrive nor for statistics to show much increase in trade between the two Dominions. Nevertheless, with the improved facilities now available, opportunities are arising for regaining some of the lost volume of trade. Apart from this factor, the severe economic depression which New Zealand is experiencing in common with the rest of the world has naturally affected the volume of imports from practically all countries; and because of the close connection of the New Zealand monetary system with sterling, the importation of goods from countries such as Canada, whose currency is not so linked, or is not equally depreciated, has involved elements of expense and uncertainty to the New Zealand buyer. With these reservations, there is of late a markedly better tone apparent in the country, and some observers note that merchants are showing more interest in commodities other than those of absolute necessity.

#### INCREASES AND DECREASES

It is interesting to note that, despite price declines, increases have occurred in the money values of several lines of commodities imported from Canada, thus demonstrating the existence of new outlets and indicating especially in those commodities a more significant increase in actual volume imported. The commodities showing most notable increases are mentioned below, the totals for the first six months of 1932 being given with those for the 1931 period in parentheses: fish, £31,636 (£30,130); wheat, £12,594 (£8,690); flour, £37,376 (£30,948); cocoa and chocolate, £1,511 (nil); cordage and rope of metal, £9,848 (nil); washing machines, £5,352 (£2,129); wrapping paper for orchardists' use, £8,514 (£6,845); calcium carbide, £3,615 (£2,698).

It is fairly apparent that the increases shown are mainly in necessities of everyday life. With regard to imports which are in any way luxury lines, or which would go into consumption in times of more active trade in building construction or engineering, drastic declines are shown, as the following figures for the comparable periods indicate: provisions, n.e.i., £336 for the six months ended June, 1932 (£5,169 for the January to June period, 1931); confectionery, £413 (£5,348); maizena and cornflour, nil (£4,991); salt, £801 (£3,995); hosiery, £20,053 (£43,496); apparel, n.e.i., £2,179 (£20,343); linoleum and floor

coverings, nil (£3,392); cotton piece goods, £800 (£3,060); iron and steel bar, bolt and rod, nil (£10,154); pipes, all kinds, nil (£9,999); copper sheet and tubing, nil (£4,484); meters, electric, nil (£8,460); artificers' tools, £538 (£7,410); iron wire, n.e.i., £471 (£10,435); batteries and cells, £6,986 (£14,045); electric ranges, £1,046 (£14,165); insulators, £902 (£7,524); plaster of Paris, £1,495 (£6,440); paperhangings, £2,254 (£7,293); newsprint, £88,597 (£108,905); printing paper, other, £2,319 (£4,919); wrapping paper, £6,495 (£16,217); manufactured stationery, n.e.i., £342 (£3,062); perfumery and toilet preparations, £1,039 (£3,914); motor vehicles, passenger, £143 (£43,467); other motor vehicles and parts, £3,043 (£23,925); tires, £14,100 (£72,329); plaster pulp sheets, nil (£3,592).

Full details of imports into New Zealand of Canadian origin are on file and may be obtained by interested Canadian firms on application to the Department of Trade and Commerce, Ottawa (quoting file No. 18806).

#### EXPORTS TO CANADA

The value of exports from New Zealand to Canada for the six months ended June 30, 1932, was £127,026. In the comparable period of 1931 the value was £210,434. Again the benefits of the trade agreement have not yet become evident, because of the short time during which the reciprocal arrangement has been in force, and also by reason of the fact that supplies from New Zealand for the Canadian trade being markedly seasonal, any increase would normally take place during the Canadian winter months which are the flush summer production months in New Zealand.

## INDIAN MARKET FOR MOTOR CAR PARTS AND ACCESSORIES

R. T. YOUNG, CANADIAN TRADE COMMISSIONER

Calcutta, August 17, 1932.—There are in India in the neighbourhood of 118,000 passenger cars, 26,000 motor buses, 31,000 trucks, and 16,000 motor cycles. Seventy-five per cent of these vehicles have been imported from the United States and Canada, and because of the rapid deterioration of working parts due to climate and inefficient operation on the part of Indian drivers, the demand for replacements is very high. Other contributory causes are the lack of good roads, except in the vicinity of the larger cities, and the scarcity of properly equipped service stations and garages.

#### REPLACEMENT PARTS

The demand for replacement parts in order of importance would appear to be for ball and roller bearings, brake lining, valves, rims and rim parts, drive shafts, gears and pinions, springs, spark plugs, starting and lighting generators, piston rings, clutch facings, pistons, driving and timing chains, fan belts, bolts, piston pins, stampings and forgings, shims and shim stock, and body-upholstery material.

Standard lines of pistons, rings, pins, ball bearings, gears, horns, and springs as used in North American types of cars have been and are being copied by German manufacturers, who are able to sell their goods at from 50 to 60 per cent below the price of similar goods which might be manufactured in Canada.

The principal competitor in these lines has been the United States, which supplies at least 75 per cent of the equipment used, followed by Germany, the United Kingdom, France, and Italy, the latter two countries with but a small share of the trade. Owing to German competition, the position of the United



States is seriously threatened, and now more so than ever because of the adverse exchange situation. So far few articles of this category have been manufactured within the country, but there is no doubt that within the next few years this situation is bound to alter considerably.

German competition is most strong in brake lining, controlling at present approximately 50 per cent of the sales of this material. German brake lining sells from 18 to 27 cents per foot according to width and thickness, British for around 40 cents per foot, while Canadian and United States products range from 25 to 35 cents per foot for material similar to but of better quality than the German article. These prices are subject to current discounts of 85 to 10 per cent on the c.i.f. price.

#### ACCESSORIES

Automobiles are now turned out by the manufacturers more completely equipped than formerly, so that the sale of accessories has decreased proportionately. Canadian and American made cars are of course turned out with equipment suitable to their style, and this trade is practically all in the hands of United States firms, while Germany and the United Kingdom furnish the bulk of the equipment used on cars of European origin. The price consideration has been the principal factor in increasing German sales.

Due to climate there are many items of equipment which do not find a sale in India. Sales of bumpers, heat indicators, and lubricating systems are small, and hood and radiator covers are but little used; tire covers are usually supplied as advertising material. In some of the cities ordinances are in force compelling the use of bulb horns, which are supplied chiefly by Germany, the United Kingdom and France. Glare eliminators are not used, as headlights on full are not permitted in the larger cities. Lifting jacks find a fair sale, but those of British make appear to find most favour. Few luggage or trunk racks are sold, many cars now having these as part of their standard equipment, and local blacksmiths are able to make them. Theft-proof locks are seldom used, a native servant always being left in charge of the car to prevent theft of tools, batteries, lights, and other removable parts. Licence plates are made locally, and few head, rear stop, or parking lights are sold, but there is a demand for side lamps, which are seldom standard equipment on Canadian or American made cars, and which are prescribed by police regulations. Shock absorbers, unless originally fitted to the car, are seldom purchased, and tire pumps, because they are easily put out of commission by native servants, are not favoured.

#### GARAGE AND SERVICE STATION EQUIPMENT

The number of up-to-date garages and service stations in the larger centres of India up to recently has been comparatively few, but there now appears to be a boom in them, many of the new service stations being erected, financed, and controlled by the oil-producing companies. The older garages and service stations are not generally fitted with up-to-date equipment, and skilled mechanics are at a premium, although one or two of the larger distributors of motor cars maintain their own garages, where they give young apprentices practical instruction in car repairing. There are numerous small independently owned garages and repair shops, but due to lack of capital, and a certain hesitation to change from the older methods, it is difficult to induce the owners to instal mechanical equipment.

Electrically driven air compressors are in general use in the more recently constructed service stations where mechanically operated auto-lifts are to be found. Battery chargers of all types are in service, the majority being of simple design. Brake-testing machines are few in number. It is not known if any of

the most modern type are in operation in the country. Gasoline pumps are of course furnished by the oil companies to increase their own sales, and as service stations multiply high-pressure chassis lubricating systems are in greater demand. The demand for towing equipment is negligible, due to the abundance and cheapness of labour.

While only a small percentage of the total population of India speak, read, or write English, or even read their own language, newspaper advertising remains the best medium for reaching the prospective purchaser, picturization accompanied by a few well-chosen words being the accepted method. In the matter of languages India presents a most difficult problem, but the following are most widely understood in the different sections of India: Hindi in the Punjab, United Provinces, Bihar, and Orissa; Mahrati in Bombay, Sind, and Rajputana; Bengali in Bengal and Assam; Tamil in South India and Ceylon; and Burmese in Burma.

#### TERMS OF PAYMENT

Terms of payment vary from a letter of credit to sales on open account, but it is rare to make them on the former basis. Naturally these terms depend largely on the reliability of the agent, but the more usual terms are 60 to 90 days' document against payment.

#### REPRESENTATION AND DISTRIBUTION

The most efficient manner of marketing parts, accessories, and garage equipment would seem to be through responsible houses of undoubted financial standing located in the important cities such as Bombay, Calcutta, and Madras. Firms of this type have usually adequate distribution facilities in the way of branches throughout the country, and maintain staffs of travelling salesmen to call upon the small dealers. Competitive products are seldom carried. Car agencies, garages, and service stations are not, as might on first consideration seem to be, the ideal channels for marketing these products, as more than 80 per cent of the retail trade is done through bazaar shops which are catered to by reliable firms carrying stocks who secure their supplies of guaranteed quality from the cheapest available sources of supply.

The principal centres of distribution in their order of importance are Bombay, Calcutta, Rangoon, Madras, Lahore, and Karachi. Bombay is India's greatest manufacturing centre, and from there a representative could handle the Bombay Presidency, part of the Central Provinces, and the Indian State of Hyderabad. Calcutta, the chief industrial centre of India, would cover the provinces of Bengal, Assam, Bihar, and Orissa, and part of the United Provinces. Rangoon serves all Burma's needs, while Madras, the capital of the Madras Presidency, is also the chief commercial centre of the Indian States of Mysore and Travancore. Motor services are more highly developed in Madras than elsewhere, and the percentage of surfaced highway in comparison with total area is greater than that of any other province. The Punjab is served by Lahore, which is also the distributing centre for the Indian State of Kashmir and the Northwest Frontier Provinces; while the Sind, Baluchistan, and Rajputana are served by Karachi.

In catering to the Indian market, bazaar dealers and shops must be given serious consideration, as it is through these media that large sales may be secured. Careful investigation of the position of firms which claim to cater to this trade should be made to ascertain if they possess facilities for distribution through the entire country, or only for some particular section, and their financial standing should be the subject of scrutiny.



EXPORTS FROM CANADA TO THE UNITED STATES OF PRINCIPAL COMMODITIES SUCH AS ARE PRODUCED ON CANADIAN FARMS, OR MANUFACTURED DIRECTLY FROM SUCH FARM PRODUCTS, DURING THE MONTH AND 12 MONTHS ENDED AUGUST, 1923, 1930, 1931, AND 1932, WITH UNITED STATES TARIFF RATES IN FORCE

(COMPILED BY THE EXTERNAL TRADE BRANCH, DOMINION BUREAU OF STATISTICS; AND THE FOREIGN TARIFFS DIVISION)

Commodities	Month of August				Two Months ending August				United States Tariff	
	1920	1930	1931	1932	1930	1931	1932	2 m. end. Aug. 1920	2 m. end. Aug. 1929	2 m. end. Aug. '30-'1-2
Animals (exc. for improv. of stock)—										
Cattle.....No.	25,919	3,504	3,558	988	44,240	7,501	1,772	Free.....	Less than 1,050 lbs.,	Less than 700 lbs.,
.....\$	1,949,253	92,486	83,488	36,013	3,301,350	180,255	61,761	Free.....	1½c. per lb., hea-	1½c. per lb., hea-
Horses.....No.	172	43	713	678	605	901	1,012	10% ad val.....	Up to \$150 \$30;	Up to \$150 \$30;
.....\$	35,490	7,225	8,481	13,473	130,353	17,356	30,490	Free.....	higher 20% ad val.	valued higher 20%
Poultry.....No.	36,359	5,598	839	961	61,829	15,783	2,114	1c. per lb.....	3c. per lb.....	8c. per lb.
.....\$	34,468	2,366	412	345	58,069	6,733	948	Free.....	\$2 per head.....	\$3 per head.
Sheep.....No.	11,600	15	4	4	14,232	15	4	Free.....	10c. bush, 50 lb.....	25c. bush, 50 lb.
.....\$	116,177	100	40	4	145,235	10	4	Free.....	1c. per lb.....	2c. per lb.
Fruits—										
Apples, green or ripe.....Prl	316	293	267	267	318	293	267	Free.....	10c. bush, 50 lb.....	25c. bush, 50 lb.
.....\$	2,265	603	500	500	2,250	603	500	Free.....	1c. per lb.....	2c. per lb.
Apples, dried.....Lb										
Berries, fresh.....Lb										
.....\$	2,377,616	622,138	543,701	543,701	3,001,267	1,342,267	1,472,294	1c. per lb.....	1½c. per lb.....	1½c. per lb.
Grains—										
Barley.....Bush	216,322	218,387	73,421	37,317	248,078	3,001,267	1,472,294	1c. per lb.....	1½c. per lb.....	1½c. per lb.
.....\$	1,250	1,250	767	767	1,348	875	74	Free.....	15c. bush, 48 lb.....	20c. bush, 48 lb.
Bears.....Bush										
.....\$	875	875	767	767	1,348	875	74	Free.....	1c. per lb.....	3c. per lb.
Buckwheat.....Bush	145	100	1,240	1,240	6,206	6,059	1,447	Free.....	10c. per 100 lb.....	25c. per 100 lb.
.....\$	342	110	1,240	1,240	6,206	6,059	1,447	Free.....	15c. bush, 32 lb.....	16c. bush, 32 lb.
Oats.....Bush	13,012	661	227	1,616	13,672	1,321	792	Free.....	1c. per lb.....	1½c. per lb.
.....\$	15,106	351	69	412	157,773	384,363	304	Free.....	10c. bush, 60 lb.....	2½c. per lb.
Peas, whole.....Bush	4	4	20	20	175,136	115,842	114	Free.....	15c. bush, 32 lb.....	16c. bush, 32 lb.
.....\$	20	20	60	60	24	6	6	Free.....	1c. per lb.....	1½c. per lb.
Peas, split.....Bush										
.....\$	23,585	32	32	32	43,463	32	32	Free.....	1c. per lb.....	2½c. per lb.
Rye.....Bush	43,355	13	13	13	85,609	13	13	Free.....	15c. bush, 56 lb.....	15c. bush, 56 lb.
.....\$	102,286	463,376	405,073	405,073	133,499	462,126	26,738	Free.....	42c. bush, 60 lb.....	42c. bush, 60 lb.
Wheat.....Bush	269,152	381,718	227,425	227,425	360,775	1,488,104	263,734	Free.....	7½% ad val. if from	10% ad val.
.....\$	3,342	262,321	159,367	10,282	4,554	621,130	362,816	Free.....	wheat; otherwise	15% ad val.
Grain Products—										
Bran, shorts and middlings.....Cwt.	5,129	270,114	85,017	5,020	9,445	635,870	206,064	Free.....	\$1.04 per 100 lb.....	\$1.04 per 100 lb.
.....\$	4,950	7	7	7	34,602	23	10	Free.....	2c. per lb.....	3½c. per lb.
Wheat flour.....Prl	68,332	47	47	47	451,508	165	33	Free.....	3c. per lb.....	6c. per lb.
.....\$	866	674	1,003	842	1,916	1,467	1,738	Free.....	3c. per lb.....	6c. per lb.
Meats—										
Bacon, hams, shoulders and sides.....Cwt.	20,943	32,245	34,029	23,739	62,978	69,046	62,063	Free.....	3c. per lb.....	6c. per lb.
.....\$	36,924	507	165	199	54,967	3,015	512	Free.....	3c. per lb.....	6c. per lb.
Beef, fresh, chilled or frozen.....Cwt.	575,698	8,782	1,910	3,135	890,273	61,154	6,064	Free.....	3c. per lb.....	6c. per lb.

Mutton and lamb, fresh, chilled or frozen.....	Cwt	2,842 77,228	4,772	871	4,939 128,680	1,125	733	Free.....	4,455 49,827	Mutton 2½c. per lb.; lamb 4c. per lb.	5c. per lb. 2½c. per lb.
Pork, fresh, chilled or frozen.....	Cwt.	13,380	11,865	18,054	630 4,703	20,573	23,701	Free.....	3,106 33,874	2c. per lb.	3½c. per lb.
Pork, dry-salted and pickled.....	Cwt	71	12,450		22,184	3,371	2,520	Free.....	15,219	6c. per lb.	10c. per lb.
Poultry, dressed or undressed.....	Lb	1,810			10,127	22,358	62	Free.....	2,525	20% ad val.	6c. lb. but not less than 20% ad val.
Other meats, incl. canned meats, but excluding extracts.....	Cwt	55,548	17,844	8,035	176 3,688	5,200 93,612	1,411 36,341	Free.....	518 11,829	20% ad val.	6c. lb. but not less than 20% ad val.
Milk and milk products—											
Butter.....	Cwt	7,600	262	35	118	24,552	262	2½c. per lb.	120	12c. per lb.	14c. per lb.
Cheese.....	Cwt	402,400	5,737	923	2,290	1,295,318	5,737	20% ad val.	1,111	*5c. per lb. but not less than 35% ad val.	7c. lb. but not less than 35% ad val.
Cream.....	Gal	24,225	1,682	631	4,293	1,082	3,611	Free.....	7,352	30c. per gal. †	56½c. per gal. †
Milk, fresh.....	Gal.	169,100	132,775	1,030	9,470	390,035	269,09	Free.....	18,67	3½c. per gal. †	6½c. per gal. †
Milk, condensed and evaporated.....	Cwt	133,717	190,899	34,344	16,582	601,905	488,574	Free.....	31,121	1c.-1½c. lb.	1½0c.-2½c. lb.
Milk powder.....	Cwt	36,253	1,489	3,845	53	98,318	70,243	Free.....	118	3c. lb.	6½c. lb.
Seeds—											
Clover seed, alsike.....	Bush	585	12,433	734	770	678,312	12,433	Free.....	1,041	4c. per lb.	8c. per lb.
Clover seed, alfalfa and red.....	Bush	11,556	106	17,064	457	5	90	Free.....	23,480	4c. per lb.	8c. per lb.
Clover seed, other.....	Bush	40			18			Free.....	42	1c.-3c. per lb.	2c.-6c. per lb.
Flaxseed.....	Bush	1,366	61,500		1,464	263	67	Free.....	204	56c. bush., 56 lb.	65c. bush., 56 lb.
Grass seed.....	Bush	186,237	76,106		19,855	263	69	Free.....	356	3c. per lb.	2c. per lb.
Vegetables—											
Potatoes.....	Bush	28,675	6,815	25,066	50,070	6,855	62,548	Free.....	608	50c. per 100 lb.	75c. per 100 lb.
Sugar beets.....	Ton	40,688	4,720	7,201	109,923	4,741	25,283	Free.....	299	80c. per ton, 2,240 lb.	80c. ton, 2,000 lb.
Turnips.....	Bush	3,572	23,164	14,836	3,577	23,164	14,836	Free.....	7,138	12c. per 100 lb.	25c. per 100 lb.
Miscellaneous Products—											
Eggs.....	Doz.	4,627	64		81	11,461	129	Free.....	81	8c. per doz.	10c. per doz.
Hay.....	Ton	2,317	26		12	5,419	49	Free.....	12	\$4 ton, 2,240 lb.	\$5 ton, 2,000 lb.
Maple sugar.....	Lb	153,527	3,073	444	194	33,166	7,606	Free.....	503	4c. per lb.	8c. per lb. (6c. per lb. since Mar. 7, 1931)
Tallow.....	Cwt	768,165	27,567	84,304	1,076	784,388	71,128	Free.....	458,771	3c. per lb.	3c. per lb.
Wool.....	Lb	180,331	10	15,293	3,339,948	11,860	738,844	Free.....	86,009	12c.-13c. per lb.	24c.-37c. per lb. Some wools free in manuf.
Wool.....	Lb	1,579	3		11,174	796,423	13	Free.....	463	Some wools free in manuf.	
Wool.....	Lb	21,710	12		25,966	26	18	Free.....	1,524	Some wools free in manuf.	
Wool.....	Lb	868,245	128,488	265,187	1,246,655	507,725	79,381	Free.....	84,840	Some wools free in manuf.	
Wool.....	Lb	416,534	101,994	42,306	1,574,113	160,529	160,529	Free.....	9,515	Some wools free in manuf.	
Total value of above commodities.....	\$	5,948,056	1,497,835	724,808	210,140	12,154,392	3,900,445		547,077		

† United States gallon equals about five-sixths of the Canadian gallon.

\* Swiss or Emmenthaler, 7½c. per lb. but not less than 37½% ad val.



## TRADE OF INDIA, APRIL TO JUNE, 1932

R. T. YOUNG, CANADIAN TRADE COMMISSIONER

Calcutta, August 12, 1932.—For the three months ended June 30 the value of the imports into India increased as compared with the corresponding period of 1931 by Rs.10,000,000 or 3 per cent and amounted to Rs.370,000,000. Exports, including re-exports, declined by Rs.100,000,000 or 25 per cent to Rs.300,000,000. Exports of Indian merchandise declined by Rs.95,000,000 or 24 per cent, and re-exports by Rs.4,700,000 or 39 per cent. The grand total amounted to Rs.670,000,000 as compared with Rs.760,000,000 in the corresponding quarter of the previous year, a decrease of Rs.90,000,000 or 12 per cent.

During the three months ended June, 1932, the visible balance of trade in merchandise and treasure was Rs.47,900,000 in favour of India as against Rs.29,500,000 in the corresponding period of the previous year, but for the period under review in merchandise alone the visible balance of trade was unfavourable by Rs.69,300,000. The favourable balance was created by exports of gold to the amount of Rs.124,100,000, while at the end of the corresponding period in 1931 the total visible balance of trade was favourable by Rs.29,500,000 and in merchandise alone by Rs.43,200,000. Transactions in treasure on private account, on the other hand, presented an unfavourable balance of Rs.13,700,000.

## NETHERLANDS LEATHER MARKET

J. C. MACGILLIVRAY, CANADIAN TRADE COMMISSIONER

[NOTE.—One kilo equals 2·2 pounds; one metric ton equals 2,205 pounds; one Dutch florin equals \$0·402 Canadian at par. All conversions in this report have been made on a par basis.]

Rotterdam, September 2, 1932.—Holland has for generations been a cattle-raising country, and as a sequence an important hide and leather industry has been established which in many lines produces a surplus over the requirements of the domestic market.

The development of tanning was followed by the creation and healthy growth of leather-using industries, the most important branch of which is the manufacture of boots and shoes.

Exports of leather have until recently exceeded imports by a wide margin, present abnormal conditions having during the first part of the present year put imports ahead of exports. Dutch tanneries are particularly well developed for the manufacture of some lines of leather which precludes the possibilities of developing a market for imports. On the other hand, an opening exists for certain varieties of leather which are either not manufactured locally or turned out in insufficient quantities.

In 1930 imports of all types of leather had a value of \$6,221,885 in comparison with exports at \$8,498,061. In 1931 the respective values were \$4,675,200 and \$6,697,600. Taking the first seven months of the current year, imports and exports showed a further decline, the former having had a value of \$2,070,000 and the latter of \$1,844,800.

### EXPORTS AND IMPORTS

In the Netherlands trade statistics leather is classified under thirteen different headings, depending on the variety. The values in thousands of florins of both exports and imports of each of these during 1930, 1931, and the first seven months of the current year were as follows:—

Commodity	1930	Imports		1930	Exports	
		1931	Jan.-July, 1932		1931	Jan.-July, 1932
		1,000 Fl.			1,000 Fl.	
Harness and saddlery leather	255	156	61	56	134	96
Sole leather—						
(1) Sides . . . . .	451	380	640	1,009	1,131	221
(2) Split leather . . . . .	68	76	23	8	13	1
Chrome tanned sole leather.	21	21	19	6	12	1
Sole leather offal . . . . .	86	132	39	611	466	119
Chrome tanned upper leather, n.o.s.—						
Java and box calf . . . . .	2,204	1,712	624	4,381	3,228	615
Other chrome . . . . .	4,799	4,107	1,590	9,300	8,414	2,483
Vegetable tanned upper leather . . . . .	451	305	128	76	48	20
Patent leather . . . . .	1,518	983	510	.....	.....	.....
Lining leather . . . . .	2,587	1,251	412	1,701	696	158
Chamois leather . . . . .	1,677	1,476	755	325	292	127
Leather belting and technical leather . . . . .	560	381	101	833	555	224
Other unspecified leather ..	878	708	273	2,940	1,755	547
Total . . . . .	15,555	11,688	5,175	21,246	16,744	4,612

Holland imports leather from approximately twenty different countries. Germany is the most important country of origin; France, Belgium, and the United Kingdom are also important shippers, while smaller quantities are supplied by Czechoslovakia, Austria, and the United States, and some shipments of certain kinds of leather have also been brought in from Canada.

In 1930 roughly 40 per cent of all imports were from Germany, slightly less than 5 per cent from France, 2 per cent from the United Kingdom, and 2½ per cent from Belgium. In 1931 Germany held its position, but France, the United Kingdom, and Belgium gained at the expense of other exporting countries; the respective percentages were roughly 40, 13, 16, and 10. As far as the first seven months of the current year are concerned, Germany again holds about 40 per cent of the total, France under 10, the United Kingdom less than 14, and Belgium approximately 10 per cent.

HARNESS AND SADDLERY LEATHER

Harness and saddlery leather not elsewhere specifically mentioned is the first item dealt with in the Dutch trade statistics. Imports in 1929 were valued at \$123,748, in 1930 at \$102,106, and in 1931 at \$62,400. This trade is monopolized by German and Belgian shippers, imports from the former country having in 1931 come to \$38,000 and from the latter \$22,400. Apart from imports, there are also small exports of harness leather, principally to the Netherlands East Indies.

VEGETABLE TANNED SOLE LEATHER

Vegetable tanned sole leather is classified under two sub-headings. The first of these covers sides and the second split leather. The first is the more important classification, and it is one with exports running consistently well ahead of the value of imports.

Comparative figures during the last three years were as follows:—

	Imports	Exports
1929 . . . . .	\$247,423	\$384,491
1930 . . . . .	180,423	403,410
1931 . . . . .	152,000	452,400

As regards imports—and taking the 1931 figure for a basis—shipments from Germany came to \$113,200, \$16,800 was from Belgium, \$8,000 from Czechoslovakia, and \$5,600 from Austria.

Turning to exports, Germany, the United Kingdom, and Belgium are the best markets, followed by France and Norway. In 1931 the value of exports to



Germany was \$215,600, to the United Kingdom \$126,800, and to Belgium \$60,800.

Imports of vegetable tanned split sole leather were valued at \$36,556 in 1929, at \$27,123 in 1930, and at \$30,400 in 1931. The principal suppliers are Belgium and Germany.

#### SOLE LEATHER OFFAL

Exports of sole leather offal, which consists principally of trimmings, is an item of some importance to the Dutch leather industry. The value of exports in 1929 was \$215,709; in 1930, \$244,432; and in 1931, \$186,400. Import figures for the same periods were \$61,743, \$34,429, and \$52,800 respectively. As far as the export trade is concerned, the United Kingdom in 1931 absorbed 497 metric tons out of a total of 717, with a value of \$113,600. Belgium, France, and Germany were the other leading purchasers in the order named. In 1930 approximately 55 per cent of the imports were from Germany, with the balance divided between Belgium and the United Kingdom.

#### CHROME TANNED SOLE LEATHER

Chrome tanned sole leather is a comparatively minor article, the value of all imports during the past three years having averaged only \$8,722. Over half of the quantity came from France, with the balance divided between Germany, Belgium, and Austria. Exports of chrome tanned sole leather represent less than half the value of the imports.

#### UPPER LEATHER

In the Netherlands trade statistics upper leather is divided into two general classifications, chrome tanned and vegetable tanned, with the former further subdivided under the headings Java and box calf and other chrome tanned upper leather. Exports of both of these are approximately twice as great as the imports. The countries of destination are not published, but the totals for the past three years were as follows:—

	Java and Box Calf		Other Chrome Tanned Upper Leather	
	M. Tons	\$	M. Tons	\$
1929.. . . . .	566	1,564,924	828	4,279,702
1930.. . . . .	727	1,652,395	776	3,720,097
1931.. . . . .	674	1,291,200	924	3,365,600

Turning to imports, and dealing first with Java and box calf, the total quantity in 1931 was 379 metric tons valued at \$684,800. The principal countries of origin, together with the weight and value from each, were: Germany, 314 metric tons at \$553,600; the United Kingdom, 18 tons at \$39,200; United States, 14 tons at \$33,200; Belgium, 7 tons at \$15,200; and Denmark, 3 tons at \$13,600.

Imports of chrome tanned upper leather other than Java and box calf are on the average of more importance. In 1931 the quantity was 458 metric tons valued at \$1,642,800. Once again Germany was the principal exporter, supplying 217 tons valued at \$732,800, followed by the United States with 57 tons at \$289,600, Belgium with 54 tons at \$144,800, and the United Kingdom with 51 tons at \$151,200.

#### PATENT LEATHER

Patent leather imports have since 1928 averaged 147 metric tons by weight and \$472,386 by value. No exports are recorded. Germany is the principal supplier, with other countries well in the rear. The United States and Belgium compete for second place. Additional countries which ship patent leather to

Holland are France and Canada. Particulars as to imports during 1930, 1931, and the first seven months of 1932 are subjoined:—

	1930		1931		Jan.-July, 1932	
	Kilos	\$	Kilos	\$	Kilos	\$
Germany . . . . .	130,530	477,207	96,000	249,200	43,000	81,600
Belgium . . . . .	16,100	51,002	12,000	34,000	4,000	9,200
United Kingdom . . . . .	536	1,137	....	....	....	....
France . . . . .	2,218	9,321	....	....	....	....
United States . . . . .	15,042	41,946	37,000	88,400	54,000	102,400
Canada . . . . .	382	972	7,000	15,600	....	....
Total . . . . .	173,212	607,107	154,000	393,200	106,000	204,000

There is only one tannery in Holland which is reported as a producer of patent leather. The average annual consumption of patent leather is stated to be approximately 250,000 square feet. Importers state that the quality of German patent leather is most suitable for the Dutch market. There is a demand for the cheaper qualities from Canada and the United States.

#### LINING LEATHER

Over 80 per cent of the total imports coming under this heading are from France, with Germany, the United Kingdom, and Czechoslovakia taking care of most of the balance. On the other hand, Dutch exports of lining leather go to approximately twenty different countries, chief among which are Germany, the United Kingdom, and Hungary. The value of all imports in 1930 was \$1,034,800, and in 1931, \$500,400. Exports during these years were valued at \$680,400 and \$278,400 respectively.

#### CHAMOIS LEATHER

The bulk of the imports of chamois leather are credited to the United Kingdom, which in 1931 supplied over 70 per cent of the total, with most of the remainder coming from Belgium. There are comparatively small exports of this same product, most of which go to Germany.

#### LEATHER BELTING AND TECHNICAL LEATHER

The production of leather belting and similar articles is an important branch of the Dutch tanning industry. Exports go to some twenty different countries, including Canada. The value of foreign shipments of these products, which reached \$675,701 in 1927, has since then slumped, rapidly falling to \$277,000 in 1931. Germany and the United Kingdom are the principal purchasers.

The value of imports have fallen with almost equal sharpness, the total in 1931 having been \$152,400. Belgium is the most important supplier, with roughly 70 per cent of the total.

#### OTHER LEATHER

Under the heading of "other leather," the Netherlands trade statistics group all leather which has not been specifically mentioned in the preceding paragraphs. In 1931 exports were 228 metric tons by quantity and \$702,000 by value. Countries of destination are not given. Imports for the same period weighed 221 tons and had a value of \$283,200. Approximately 60 per cent of this quantity came from Germany, 20 per cent from the United Kingdom, and 10 per cent from France. In this group are included leather for bookbinding, upholstery, for the manufacture of bags and purses, and for many similar uses.

#### DUTCH TANNING INDUSTRY

The Netherlands tanning industry, and as a sequence the shoe and leather industry, is concentrated in the Langstraat district in the Province of North



Brabant, where it originally became established owing to the tan bark and tan liquor which was obtainable in that part of the country.

According to the latest official statistics, which are for 1930, there were in that year a total of 119 tanneries in Holland, each one of which worked a minimum of 2,000 hides per annum. These gave employment to 3,211 persons, and the total value of their production was reported to be \$15,657,200.

Before the war it was common for one tannery to produce several varieties of leather. Now, however, the industry is specialized, with only one type being produced in each tannery. Out of the total number of plants, approximately 200 are engaged in the manufacture of sole leather, with the balance turning out upper and technical leathers. This includes small tanneries working less than 2,000 hides per year.

All types of sole leather are produced, including bends, sides, and bellies. Pit tanning is on the decline, although it still prevails in some localities. Chrome tanning is also of minor importance.

Dutch tanneries also process all kinds of black coloured side upper leather, but mostly in the lower grades. Total production is reported to approximate 50,000,000 square feet a year, about half of which is box calf and the other half cow and chrome box.

#### LEATHER PRODUCTION

The production of vache tanned sole leather during the year 1930 was reported as being 5,539 metric tons with an approximate value of \$4,381,600. There was also an outturn of 223 metric tons of pit tanned sole leather with a value of \$211,200. The production of vache tanned sole leather offal during the same period came to 4,874 metric tons valued at \$1,670,400, while of pit tanned sole leather offal it was 50 metric tons at \$17,200. Production of chrome tanned sole leather in 1930 totalled 25 metric tons valued at \$24,000, and of split leather 164 metric tons valued at \$36,080. The quantity of leather belting which was manufactured aggregated 781 metric tons valued at \$839,860. Production of other non-specified leather, which is used for upholstery, bags, trunks, and other sundries, had a value of \$224,400. There is no up-to-date information regarding the production of other types of leather.

#### SHOE INDUSTRY

For information relative to the extent of the shoe industry it is also necessary to revert to official reports covering the year 1930. At the end of that period there were in existence a total of 204 enterprises, each manufacturing a minimum of 5,000 pairs of shoes per annum. These gave employment to 10,390 people. The cost price of all the raw materials used was \$7,946,000, and the value of their production was set at \$16,799,200. In addition there are probably a greater number of smaller factories turning out from a few hundred up to 5,000 pairs of shoes a year, regarding whose activities there is no record. Modern American and German machinery is employed and the range of production includes Goodyear, McKay sewn, turns, welts, and other common types of shoes.

#### EXPORTS AND IMPORTS OF BOOTS AND SHOES

The feature of the Netherlands trade in boots and shoes during the past year has been the decrease in exports and the heavy increase in imports. This has been brought about by the increased activities of shoe manufacturers in European countries, principally Czechoslovakia, coupled with the depreciation of sterling, which had a detrimental effect on domestic production.

As regards exports, the Dutch shoe industry has been handicapped because of the high value of the guilder in some of the leading foreign markets, such as Scandinavian countries.

In order to protect the domestic industry from losing further ground, a quota was placed on the importation of boots and shoes, which became effective on January 1, 1932. This restricted imports of leather footwear from each country to 50 per cent of the quantity brought in during a specified preceding period. This quota remains effective until October 1, 1932.

In 1930 there were 1,270,149 pairs of boots and shoes imported from all sources which were manufactured wholly or for the greatest part from leather. In 1931 this quantity had increased to 1,943,591 pairs, while the respective values were \$1,829,200 and \$2,038,800. Imports from Germany increased to a small extent, but the growth of those from Czechoslovakia and the United Kingdom was much greater, with the increment being particularly noticeable towards the end of the year. For instance, in December, 1931, British imports were 223 per cent larger than in December, 1930. Similarly, a comparison of Czechoslovakian imports for the same two months indicates an increase of 288 per cent.

Denmark and Iceland are the principal markets for exports of leather boots and shoes. Belgium and the Dutch East Indies absorb smaller quantities. Total exports in 1931 were 354,717 pairs with a value of \$638,000 in comparison with 449,062 pairs at \$1,027,200 in 1930. The two best buyers were handicapped from the end of September on account of the depreciation of the Danish currency.

#### TECHNICAL ASSISTANCE FROM STATE

In keeping with its policy of supplying industry with technical aid, the Dutch Government maintains a leather experimental station at Waalwijk, the town around which the industry centres.

The experimental station co-operates not only with the tanners, but also with the boot and shoe manufacturers. Scientific investigations are made into methods and materials and the results of these are passed on to the trade.

Apart from the experimental station, there is also a private association of leather dealers which attempts to control the quality of sole leather going into consumption by making it conform to certain standards before it is given the stamp of approval.

#### SUPPLY OF HIDES

The Netherlands trade in hides is extensive. Imports are drawn from all parts of the world, while exports also have an extensive distribution. In 1931 exports of all types of unprepared hides and skins had a value of \$4,345,200, while similar imports were valued at \$8,625,000.

As regards the latter figure, the largest single item was ordinary salted cow hides (\$2,600,400). Belgium was credited with about half this sum, with the United States in second place. Calf skins came next (\$2,036,400), with France and Germany the principal suppliers. Dried cow hides were third (\$1,549,600); Java cow hides fourth (\$716,000); and non-specified cow hides fifth (\$674,000). The only other item of importance is Java buffalo hides (\$500,400).

Over 80 per cent of the hides used for the manufacture of sole leather are imported; most of them originate in South America or Africa.

#### CANADIAN LEATHER TRADE

The exportation of Canadian leather to the Netherlands has always been of small proportions, although during the last year tanners have begun to show more interest in the market, with the result that exports are beginning to increase. Canadian statistics covering the fiscal year ending March 31, 1931, show leather shipments to Holland as having a value of \$10,641, all of which was represented by upper leather. No exports were noted in the previous twelve-month period, while in 1929 the value was \$1,538 in comparison with \$11,446



in 1928 and \$15,000 in 1927. For the fiscal year which ended March 31, 1932, leather exports to this country increased to the more satisfactory sum of \$21,205.

The Dutch import returns which cover the calendar year show some variation, owing to the difference in the periods dealt with, when compared with the Canadian figures. With conversions into dollars at the par rate of exchange imports during the past five years were as follows: 1927, 2,314 kg. (\$8,920); 1928, 903 kg. (\$4,280); 1929, nil; 1930, 588 kg. (\$1,360); 1931, 7,563 kg. (\$16,448). There have also been small exports of Dutch technical leathers to Canada.

Canadian sole leather has never been competitive in the Netherlands although a fair demand exists for patent leather. Importers contend that there is a tendency for Canadian prices to be consistently on the high side. Price is the big factor in the Dutch leather market, and to obtain business, quotations must be low.

#### BUSINESS METHODS

There is no rule which is consistently followed in connection with the methods of doing business as far as the marketing of foreign leather is concerned. Arrangements are made between exporters and importers or agents which vary with circumstances and which have to be worked out to meet individual cases. As a rule it is preferable to work with a representative who has sole selling rights for the whole country. This representative may be an importer buying for his own account or an agent who operates on a commission of 3 to 5 per cent, the merchandise being billed direct to the buyer. Terms vary from payment against documents up to 30 and 60 days' sight. In some instances consignments of leather are received, particularly from European exporters.

In most cases importers as well as domestic tanners sell to the trade on an eight-day credit basis at 3 per cent discount, 30 days at 2 per cent, and 90 days at net price.

Leather shipped to Holland should be packed in the usual manner. There are no abnormal conditions to contend with in this respect.

#### CONDITION OF THE SHOE AND LEATHER INDUSTRIES

The general depression which has affected all branches of trade in this country has had a detrimental effect on the shoe and leather industries. Activities have been considerably curtailed in the course of the last twelve months, with the result that there have been reductions in staff and hours of work.

The slump in the shoe industry carried the leather industry along with it and, owing to the decrease in exports, competition on the domestic market has increased and cut profits to a minimum.

Complaints are also made that the leather industry is feeling the effects of the increasing use of rubber as a leather substitute, particularly for heels and soles.

#### IMPORT DUTIES

Leather and hides enter the Netherlands free of import duty. The rate on boots and shoes and most articles manufactured from leather is 10 per cent ad valorem.

#### HUNGARIAN WHEAT CROP

Mr. Henri Turcot, Canadian Trade Commissioner in Brussels, writes under date August 26 that according to the official estimates of the Hungarian Ministry of Agriculture, dated August 3, the Hungarian wheat crop will this year amount to approximately 15,800,000 metric quintals (one metric quintal is equal to 220.4 pounds), as compared with 19,700,000 metric quintals in 1931. This year's crop is below average.

## MINING INDUSTRY IN MANCHURIA

PAUL SYKES, CANADIAN TRADE COMMISSIONER

Dairen, August 15, 1932.—Manchuria's mineral resources have never been thoroughly surveyed. Deposits of coal, iron, gold, and various non-metallic minerals have in the past been and are now being worked, but the extent of the country's mineral wealth is still undetermined. Expert opinions tend toward the conclusion that Manchuria's mineral deposits, while limited in variety, are individually extensive, and that production is destined to show considerable development. Not only in respect to its agricultural and timber resources but also in its mineral wealth, Manchuria exhibits a close similarity to Canada.

### EARLY DEVELOPMENT

Gold has been produced in North Manchuria for many years, and gold mining is probably the only division of the industry which was prosecuted as a distinct commercial enterprise before the participation by foreigners in Manchuria's economic life. Manchurian gold is, for the most part, alluvial. Deposits are most frequently found in Heilungkiang province along the valleys of the Amur and Sungari rivers. Coal was mined at Fushun, but apparently production was extremely small—sufficient only for the requirements of nearby potteries. The output of other minerals was negligible.

### RESOURCES

Exploratory work and the collection of accurate data as to the country's mineral wealth has been left to private enterprise. This has resulted in numerous individual surveys, but banditry has frequently interfered with these, and there is a deplorable scarcity of information. Gold is known to exist in considerable quantities, while iron deposits, principally at Anshan in southern Manchuria, are estimated at 700,000,000 tons. Nothing is known of the available quantities of other metallic minerals except that there are limited deposits of copper, lead, and manganese throughout the country. In the non-metallic group, coal reserves have been fairly accurately determined and are estimated as 1½ billion tons, two-thirds of which are in the valuable Fushun field. Magnesite deposits are believed to be the most extensive in the world, amounting to several hundred million tons. Steatite, fire clays, barytes, fluorspar, dolomite, and quartzite are also known to exist in undetermined quantities, while there are considerable reserves of limestone, marble, and building stones.

### MINING INDUSTRY

Coal production is the most important unit in Manchuria's mining industry, the Fushun field, situated close to the city of Mukden, being extensive. Much of its production is from an open cut, said to be the largest in the world. The coal is bituminous and suitable for steaming, coking, and domestic use. Daily output, some 300 tons after the mine was taken over by Japan from Russia, now averages 20,000 tons. Fushun coal is of inestimable value to the South Manchuria Railway Company in the operation of its railways and iron works. It is also exported in large quantities to Japan, China, and Korea. In addition to this field, there are some ten other coal mines in operation throughout Manchuria, chief among which are those at Penhsihu, on the Antung-Mukden railway line, and at Yentai, on the main line of the South Manchuria Railway. Total production of all coal mines amounts annually to some 8,000,000 tons.

Open-cut methods at the Fushun coal field revealed deposits of oil shale, in large quantities, which are now being converted. With a heavy demand for



crude oil and paraffin in Japan and a domestic market for other products, this enterprise is expected to prove successful. It is estimated that the annual output will reach 70,000 tons of crude oil, 20,000 tons of ammonium sulphate, 10,000 tons of paraffin, and additional quantities of pitch and coke.

The mining of iron ore and production of pig iron are second in importance to the coal industry. Deposits of iron ore at Anshan are estimated at 400,000 tons, over half of the total resources of the country, and although these are of low grade, new processes of treatment have resulted in efficient and profitable production. The steady demand in Japan for pig iron is a permanent stimulus to the industry. The Anshan plant increased production from 89,686 metric tons in 1925 to 210,443 tons in 1929, while a smaller plant at Penhsihu turned out in the latter year 76,300 tons. Part of the Japanese demand must still be met from outside sources, and plans are under way for enlarging the output of the two plants to compensate for this deficiency. Among the more important by-products of the Anshan works are coke, sulphuric ammonia, sulphuric acid, benzol, naphthaline, cement and fire bricks.

There is only scanty information available regarding production of other minerals or mineral products. The following table shows the variety and extent of all mineral output in Manchuria in 1919, 1924, and 1929:—

Products	1919 M. Tons	1924 M. Tons	1929 M. Tons
Iron ore . . . . .	246,763	220,105	985,671
Pig iron . . . . .	126,176	146,451	294,158
Sulphuric iron . . . . .	1,755	2,923	5,057
Lead ore . . . . .	.....	2,640	1,450
Lead . . . . .	.....	947	.....
Copper ore . . . . .	.....	.....	750
Coal . . . . .	3,340,364	6,689,288	9,268,447
Coke . . . . .	217,292	231,673	388,307
Magnesite . . . . .	.....	10,142	31,681
Dolomite . . . . .	4,760	40,000	103,235
Limestone . . . . .	183,596	255,695	629,502
Fire clay . . . . .	18,258	218,505	64,639
Felspar . . . . .	.....	420	350
Quartzite . . . . .	11,568	11,977	.....
Silica . . . . .	334	101	20,000
Calcite . . . . .	30	85	3,000
Steatite . . . . .	10,844	16,500	40,000
Asbestos . . . . .	73	65	113
Fluorspar . . . . .	870	12	.....
Barytes . . . . .	31	.....	.....

#### TRADE IN MINERAL PRODUCTS

Among exports, products of Manchuria's mining industry are second in importance to those of agriculture. The coal industry in 1930 was the third largest source of outward shipments of individual commodities, exports being valued at \$17,290,590, over 9½ per cent of the year's total. Exports of iron and manufactures, principally pig iron, in the same year were worth \$3,922,286. Altogether, exports of minerals and mineral products amounted in 1930 to some \$25,000,000.

The import trade in this class of products is a small one, although there is a steady demand for manufactured metal products such as iron bars, tubes, wire, rails, sheets, tinplate, manganese, lead pigs, tool steel, and brass and copper sheets and plates.

#### SURVEY AND RESEARCH

Owing to the importance of coal and iron mines to the South Manchuria Railway Company, and in accordance with its policy of giving practical assistance to the country's industrial development, this corporation established an institute for geological research. Several surveys of the geological formation of

parts of Manchuria and North China have been carried on by this organization, and it is the only permanent source of information as to the composition and extent of the mineral resources of these territories. Due also to the institute's experimental work, mining technique and methods of ore treatment have been successfully adapted to local conditions in the company's own mines and works in South Manchuria.

### CONSULAR INVOICES NOT REQUIRED FOR MANCHURIA

Mr. Paul Sykes, Canadian Trade Commissioner in Dairen, Manchuria, advises that consular invoices are not required for goods imported into Manchuria, and that ordinary commercial invoices will be accepted by the customs office recently established by the new Government of that country.

### MARKET FOR EVAPORATED APPLES IN SWEDEN

FREDERICK H. PALMER, CANADIAN TRADE COMMISSIONER

Oslo, August 24, 1932.—Considering the small population of Sweden, it is one of the most important markets for fruits, dried, evaporated, and canned, in Northern Europe, and per capita it is possibly the largest consumer. Imports of evaporated apples during 1931 amounted to 1,180,115 kilos as compared with 976,148 kilos in 1930. The sources of supply for the bulk of the dried apples were different states in the United States, which altogether shipped 921,215 kilos to Sweden during 1930. Canada shipped in the fiscal years ending March 31, 1930 and 1931, 46,953 kilos and 2,265 kilos respectively.

#### QUALITIES DESIRED

Until a few years ago practically the entire demand for evaporated apples in Sweden was for New York State prime rings, but the demand to-day appears to be favouring Oregon-Washington extra choice to the extent of about 60 per cent of the total, Californian about 25 per cent, and the New York product for the balance.

The Stockholm market appears to require rings almost exclusively, importers allotting only 5 per cent for quarters. On the other hand, an importer in Gothenburg states that at least half of his demand is for quarters. The most important factor in the marketing of evaporated apples in Sweden is that of colour, and in order to preserve this quality in the California product, shipments to Sweden are made in refrigerated space for the entire route. A considerable proportion of the Oregon-Washington supplies is also shipped in refrigerated space, since it is believed that the high temperatures encountered during the run through the tropics would engender a reddish tint in the fruit. The colour in demand is "white," and the lighter the shade the easier it is to dispose of the fruit.

The consumption of evaporated apples in Sweden is practically restricted to households. Only about 5 per cent is used by bakeries.

#### PACKING

The bulk of the imports of evaporated apples into Sweden are evidently made in boxes of 50 pounds, although 25-kilo boxes would be a more convenient size. The imports in boxes of 25 pounds, approximately 12½ kilos, are not large, probably owing to the differential in the price of about 50 cents which generally obtains in favour of the larger package; such imports amount to about 15 per cent of the total.



Some packages are lined with paper, generally parchment or greaseproof. An exporter of New York State evaporated apples some years ago tried to market his fruit packed in cardboard cartons, but the method did not prove satisfactory.

It is the usual practice to brand or stencil the grade of the fruit contained therein on the ends of the case. Certificates of quality are not generally insisted upon by importers, but as a rule such certificates are included with the documents accompanying each shipment.

#### QUOTATIONS AND TERMS OF PAYMENT

The following table of prices is fairly representative of present quotations, and is based on a package of 50 pounds and per 50 kilos c.i.f. main Swedish ports:—

California "extra choice" . . . . .	\$7 40
California "choice" . . . . .	6 70
For shipment September-October, all water.	
Oregon-Washington "extra choice":	
September, overland . . . . .	8 35
September 15-October, overland . . . . .	8 25
September-October, overland . . . . .	8 20
New York State, extra prime, October . . . . .	7 10
Quarters, extra choice, California, September-October, all water . . . . .	7 65
Quarters, extra choice, Washington-Oregon, September-October, overland . . . . .	8 15

If cases of 25 pounds are desired, the quotations shown above are increased for the product of California by \$1.10 per 50 kilos, and for the product of Oregon-Washington by 55 cents per 50 kilos.

Quotations are understood to be in United States funds, and invoices are cash against documents on first presentation, the documents being forwarded for collection through the branch of any Swedish bank. Very little dried-fruit business is done on letters of credit, although some buyers on rare occasions arrange to pay through a 90-days' unconfirmed letter of credit which has been established in New York.

Purchases are made throughout the year, although there is a tendency to close the bulk of the orders during the period August to November.

Evaporated apples enter Sweden free of customs duty, which probably accounts for the greater popularity of the dried fruits in Sweden than in Norway. The market is always open for new grades of a competitive quality and colour. Any Canadian evaporators or exporters not already represented in Sweden should communicate with the Canadian Trade Commissioner at Oslo, Norway, whose territory includes Sweden, and who is in a position to recommend suitable agents.

### TARIFF CHANGES AND CUSTOMS REGULATIONS

#### Preferential Duties in the Unfederated Malay States

Mr. G. R. Heasman, Canadian Trade Commissioner in Batavia, Java, advises that the Unfederated Malay State of Perlis inaugurated preferential duties effective May 31, 1932. The articles accorded tariff preference, and the rates of duty thereon, are the same as those mentioned in a report published in the *Commercial Intelligence Journal* of August 20, 1932 (page 335), respecting new preferential duties in Kelantan except that no preferences are granted on cement or perfumes in Perlis.

The Unfederated Malay States of Johore and Kedah inaugurated preferential duties, effective April 21, 1932, and May 31, 1932, respectively. The articles accorded preferences are cigarettes, tobacco in air-tight tins, brandy, sparkling wines, still wines, ale, beer, stout, porter, cider, and perry. The rates in force are the same as those published for Kelantan in *Commercial Intelligence Journal* No. 1490 (August 20, 1932), page 335.

### **New German Customs Duties**

[One reichsmark (R.M.) equals \$0.2382 at par; 100 kilograms (kg.) equal 220 pounds]

Mr. Robt. S. O'Meara, Canadian Trade Commissioner in Hamburg, writes under date September 2, 1932, that this office has filed with the Department of Trade and Commerce, Ottawa, a complete list of alterations in the German tariff, effective September 6, 1932.

Designed in the main to further protect local industry, very few of the 115 changes are of direct interest to the Canadian exporter. British textiles are affected by large increases, and under machines of various kinds there is a marked tendency to protect local industry by increases which will curb competition hitherto enjoyed in many lines by United States manufacturers. High duties are placed on isolated lines such as chrome-nickel parts, and special regulations are laid down which enable the customs authorities to assess motor vehicle parts at greatly increased rates when those parts consist in whole or in part of special material. The duty on cinematograph films is considerably increased. There are increases in a number of headings for chemicals, but no changes under the chemical items under which Canada is credited with imports into Germany.

There is a change in Item No. 75, a general heading of lumber and timber, under which Canada is credited with imports, but the change comprises only a new rate of duty for special woods of African origin.

There are increases under the heading of nickelwares, but Item No. 864, under which Canadian nickel is imported, remains unchanged.

Under textiles, Item No. 432, under which Canada is credited with a small import in the lighter weights, there is an increase which provides for an additional duty of 30 per cent with a maximum duty of not more than R.M.900 per 100 kg.

There are changes in woodenware, Items No. 628, 629, and 630, in which Canadian suppliers are interested, but the change itself means only the addition of "weaving spools" to the woodenware specified in the items.

An item of celluloid goods, No. 639, where Canada is shown as a supplier, is amended to include certain new varieties, but without change of duty.

The duty on typewriters under Item No. 891 is nearly doubled.

Under provision lines there are no changes in any commodities for which Canada is given separate credit entry for import in the statistical returns for 1931.

### **Italian Tariff Changes**

Mr. A. B. Muddiman, Canadian Trade Commissioner in Milan, writes under date September 5, 1932, that the Italian duty on plywood of all kinds has been increased under a royal decree law of August 19, 1932, effective on September 1, 1932.

While formerly plywood was listed under two headings—that is, one for sheets of three ply or less and one for sheets of more than three ply—with a duty of 33 lire and 38.50 lire per 100 kilograms respectively, it is now mentioned under one heading only, with a duty of 90 lire (\$5.20 at the present rate of exchange) per 100 kilograms. In addition there is a surtax of 15 per cent ad valorem.

The same decree removes both the former duty of 29.40 lire per 100 kilograms and the 15 per cent ad valorem tax from ingots, scoria, ash, scum and other waste containing zinc in the proportion of 80 per cent or more, if and when such waste is imported for the purpose of producing zinc oxide.



### Swiss Import Restrictions

Mr. J. C. Macgillivray, Canadian Trade Commissioner in Rotterdam, writes under date September 8, 1932, that by a Swiss Government order dated August 15, 1932, which became effective on the same date, wheat, barley, oats, rye, and corn may only be imported into Switzerland by permit.

To control the trade in these products, a central office has been set up, in the records of which the names of all recognized importers and dealers are inscribed.

Import licences will only be granted to these recognized traders under conditions to be prescribed by the Customs Administration.

### Supplementary Duties on Grain and Flour in Czechoslovakia

Mr. Robt. S. O'Meara, Canadian Trade Commissioner in Hamburg, writes under date September 8, 1932, that, with effect from September 6, 1932, the supplementary duties on Czechoslovakian grain and flour in accordance with the law of June 5, 1930, are fixed as follows:—

	Supplementary Duty Czechoslovakian Crowns per 100 Kg. (220 Lbs.)	Customs Duty
Wheat and spelt . . . . .	25	30
Rye . . . . .	39	38
Barley . . . . .	36	34
Oats . . . . .	34	36
Flour and milled products . . . . .	61	70

Par value of 1 Czechoslovakian crown = \$0.0296.

The supplementary duties on wheat and spelt, barley, and oats have not been changed. The supplementary duty on rye represents an increase from the former rate of 29 Czechoslovakian crowns per 100 kg., and that on flour and milled products an increase from the former rate of 58 Czechoslovakian crowns per 100 kg.

### EMPIRE SOURCES OF SUPPLY FOR HEMP AND FIBRE

The Imperial Economic Committee's report on hemp states that there is no prospect of the Empire becoming self-sufficient in this fibre, though there is a small production in British North Borneo and certain Pacific islands, says the *London Times Supplement*.

Meanwhile the possibility of using Empire fibres for marine cordage is at present being tested, and the results to date have justified the tests. The first uncertainty whether East African sisal and New Zealand hemp would effectively resist the action of seawater has been disposed of, and subsequent Admiralty trials have shown that East African sisal of a good grade not only has a greater initial breaking strain, "but compares favourably with manila when exposed under service conditions." The difficulties at present are that sisal absorbs water more quickly than manila, and therefore weighs more and sinks more easily; that it swells more and shrinks in length more rapidly, and that when dried it does not return, like manila, to its approximate original size. Much larger tests, which will be completed this autumn, will give ground for a more complete judgment on the practicability of the general use of sisal for marine purposes.

So far the two great centres of the cordage industry in the Empire have both tended to specialize in particular branches. The United Kingdom has specialized on large ropes and cables, particularly for marine purposes, and in consequence more than half its raw material has been manila hemp. The Canadian industry has specialized in binder twine, a commodity for which, because of the latest development in mechanized agriculture, there is likely to be less and less demand.

## TRADE OPPORTUNITIES ABROAD FOR CANADIAN PRODUCTS

The Trade Inquiries for Canadian products published below have been received since the publication of the last issue of the *Commercial Intelligence Journal*. Interested exporters may secure the names and addresses of the firms making these inquiries, together with further details regarding the commodities required, on application to the Director, Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa, or—

### Secretary, Board of Trade—

Saint John, N.B.,	Toronto, Ont.,	St. Boniface, Man.,
Halifax, N.S.,	Woodstock, Ont.,	Winnipeg, Man.,
Quebec, P.Q.,	St. Mary's, Ont.,	Vancouver, B.C.,
Montreal, P.Q.,	Portage la Prairie, Man.,	New Westminster, B.C.

### Secretary, Chamber of Commerce—

Sherbrooke, P.Q.,	Belleville, Ont.,	London, Ont.,
Kingston, Ont.,	Peterborough, Ont.,	Victoria, B.C.,
Oshawa, Ont.,	Hamilton, Ont.,	Prince Rupert, B.C.

Border Chamber of Commerce, Windsor, Ont.

Industrial Commissioner, Stratford, Ont.

La Chambre de Commerce, de Montréal, 25 St. James E., Montreal, P.Q.

### Secretary, Canadian Manufacturers' Association—

Toronto, Ont.,	Winnipeg, Man.,	Vancouver, B.C.,
Montreal, P.Q.,	Edmonton, Alta.,	Victoria, B.C.

The Maritime Provinces Trade Commissioner, 122 Federal Building, Toronto, Ont.

The Bureau of Provincial Information, Victoria, B.C.

**Canadian exporters should, for follow-up purposes, transmit a copy of any reply sent in response to a Trade Inquiry to the Trade Commissioner in the territory from which the inquiry emanated.**

### Foodstuffs

660. EVAPORATED APPLES.—An Antwerp firm desire the agency for evaporated apples.

661. HONEY; MEAT; CANNED GOODS; ETC.—A Glasgow firm desire to hear from Canadian exporters of honey, bulk cheese, ham, bacon, solid pack apples and pears, also canned vegetables, with a view to purchase or agency.

662. FISH; TOMATOES; ETC.—A London firm desire to act as agents on a commission basis for exporters of the following lines: canned salmon, lobster, tomatoes, tomato puree, gallon apples, and honey in the comb.

663. CANNED SALMON.—A Java (Netherlands East Indies) firm desire to purchase chum salmon (canned) with the exclusive right to brand in that country.

### Miscellaneous

664. FEEDSTUFFS.—A Belfast firm desire to act as agents for Canadian exporters of linseed cake, meal, and other feedstuffs.

665. PATENT MEDICINES.—A Calcutta firm wish to secure the Indian agency for patent medicines.

666. TOILET REQUISITES AND SUNDRY GOODS.—A firm in Calcutta seek an agency.

667. ACETATE OF LIME.—A Buenos Aires firm wish to purchase acetate of lime to be used by a manufacturer of edible acetic acid.

668. SOLVENTS OF NITROCELLULOSE.—A Buenos Aires importer wishes to purchase solvents of nitrocellulose such as acetone, and also middle and high boiling solvents.

669. VULCANIZED FIBRE.—A Buenos Aires importer desires the agency for real vulcanized fibre.

670. SULPHITE PULP.—A firm of importers and agents in Shanghai desire agency for unbleached sulphite pulp

671. WHITE PINE.—Eastern Canada white pine exporters are requested to write to a Buenos Aires importer with a view to agency arrangement.

672. INDIA-RUBBER PIPES.—A Bangkok firm wish to purchase by tender india-rubber pipes for vacuum brake.

673. BOLTS AND NUTS.—A Bangkok (Siam) firm desire to purchase bolts and nuts.

674. TINNED COPPER WIRE.—A Bangkok (Siam) firm desire to purchase tinned copper wire.



## FOREIGN EXCHANGE QUOTATIONS FOR WEEK ENDING SEPT. 19

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending September 19, 1932, with the official bank rate. Quotations for the week ending September 12, 1932, are also given for the sake of comparison:—

Country	Unit	Nominal Quotations in Montreal Week ending Sept. 12	Nominal Quotations in Montreal Week ending Sept. 19	Official Bank Rate
Austria . . . . .	Schilling	\$ .1545	\$ .1565	6
Belgium . . . . .	Belga	.1528	.1537	3½
Bulgaria . . . . .	Lev	.0079	.0079	8
Czechoslovakia . . . . .	Krone	.0326	.0328	5
Denmark . . . . .	Krone	.1996	.2002	4
Finland . . . . .	Markka	.0166	.0172	6½
France . . . . .	Franc	.0432	.0434	2½
Germany . . . . .	Reichsmark	.2624	.2641	5
Great Britain . . . . .	Pound	3.8443	3.8536	2
Greece . . . . .	Drachma	.0069	.0070	10
Holland . . . . .	Guilder	.4429	.4454	2½
Hungary . . . . .	Pengo	.1931	.1931	5
Italy . . . . .	Lira	.0566	.0569	5
Jugo-Slavia . . . . .	Dinar	.0189	.0195	7½
Norway . . . . .	Krone	.1937	.1943	4
Portugal . . . . .	Escudo	.0353	.0360	6½
Roumania . . . . .	Leu	.0066	.0066	7
Spain . . . . .	Peseta	.0889	.0908	6½
Sweden . . . . .	Krona	.1976	.1980	3½
Switzerland . . . . .	Franc	.2129	.2139	2
United States . . . . .	Dollar	1.1031	1.1093	2½
Argentina . . . . .	Peso (Paper)	.2785	.2828	—
Brazil . . . . .	Milreis	.0827	.0832	—
Chile . . . . .	Peso	.0675	.0671	4½
Colombia . . . . .	Peso	1.0507	1.0594	6
Mexico . . . . .	Peso	.3263	.....	6-7
Peru . . . . .	Sol	.2233	.2274	6
Venezuela . . . . .	Bolivar	.1516	.1580	—
Uruguay . . . . .	Peso	.5212	.5241	—
Cuba . . . . .	Peso	1.1023	1.1085	—
Hongkong . . . . .	Dollar	.2647	.2607	—
India . . . . .	Rupee	.2923	.2939	4
Japan . . . . .	Yen	.2675	.2690	4.38
Java . . . . .	Guilder	.4414	.4448	4½
Shanghai . . . . .	Tael	.3480	.3400	—
Siam . . . . .	Baht (Tical)	.....	.....	—
Straits Settlements . . . . .	Dollar	.4536	.4548	—
British Guiana . . . . .	Dollar	.8092	.8098	—
Jamaica . . . . .	Pound	3.8830	3.9050	—
Other British West Indies . . . . .	Dollar	.8092	.8098	—
Martinique . . . . .	Franc	.0432	.0434	—
Guadeloupe . . . . .	Franc	.0432	.0434	—
Australia . . . . .	Pound	3.0769	3.0843	—
Egypt . . . . .	Pound (100 piastres)	3.9428	3.9524	—

## PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

### From Montreal

*To Liverpool.*—Duchess of Bedford, Sept. 30 and Oct. 28; Duchess of York, Oct. 7 and Nov. 4; Duchess of Richmond, Oct. 14—all Canadian Pacific; Antonia, Cunard Line, Sept. 30 and Oct. 28; Laurentia, White Star Line, Oct. 15 and Nov. 12.

*To London.*—Beaverford, Sept. 30 and Nov. 4; Beaverburn, Oct. 7; Beaverdale, Oct. 14; Beaverbrae, Oct. 21; Beaverhill, Oct. 28—all Canadian Pacific; Ausonia, Sept. 30; Ascania, Oct. 7 and Nov. 4; Alaunia, Oct. 14; Aurania, Oct. 21; a steamer, Oct. 28—all Cunard Line.

*To Southampton.*—Montrose, Canadian Pacific, Oct. 27.

*To Manchester.*—Manchester Citizen, Oct. 6; Manchester Producer, Oct. 13; Manchester Division, Oct. 20; Manchester Brigade, Oct. 27—all Manchester Line.

To *Avonmouth, Cardiff and Swansea*.—Concordia, Sept. 28; Kastalia, Oct. 19—both Cunard-Donaldson Line; Nevisian, Oct. 8; Norwegian, Oct. 29—both Dominion Line.

To *Glasgow*.—Vardulia, Sept. 30; Letitia, Oct. 7 and Nov. 4; Sulairia, Oct. 14; Athenia, Oct. 21; Airthria, Oct. 28—all Anchor-Donaldson Line.

To *Newcastle and Leith*.—Cairnesk, Oct. 7; Cairnglen, Oct. 21 (also calls at Dundee)—both Cairn-Thomson Line.

To *Belfast*.—Torr Head, Sept. 30; Fanad Head, Oct. 16—both Head Line.

To *Antwerp*.—Beaverford, Sept. 30 and Nov. 4; Beaverburn, Oct. 7; Beaverdale, Oct. 14; Beaverbrae, Oct. 21—all Canadian Pacific; Brant County, County Line, Sept. 27 (also calls at Havre).

To *Hamburg*.—Montrose, Canadian Pacific, Sept. 29 and Oct. 27; Hagen, Sept. 21; Remscheid, Oct. 20—both Hamburg American-North German Lloyd Line (also call at Bremen).

To *South France and Italian Ports*.—Giorgio Ohlsen, Oct. 5; Valprato, Oct. 15—both Lloyd Mediterraneo Italian Service.

To *Norwegian Ports*.—Idefjord, North American Line, October.

To *Scandinavian and Baltic Ports*.—Korsholm, Scandinavian-American Line, Oct. 15.

To *St. John's, Nfld., and St. Pierre-Miquelon*.—Belle Isle, Newfoundland-Canada SS., Sept. 29, Oct. 13 and 27 and Nov. 10; Silvia, Furness-Red Cross Line, Oct. 8 and 22.

To *Cornerbrook, Nfld.*—North Voyageur, Sept. 26 and Oct. 10 and 24; New Northland, Oct. 5 and 19—both Clarke SS. Co.

To *Hamilton (Bermuda), Puerto Rico, St. Kitts, Antigua, St. Lucia, Guadeloupe, Martinique, Barbados, St. Vincent, Grenada, Trinidad and Demerara*.—Chomedy, Oct. 7; Colborne, Oct. 21; Cornwallis, Nov. 4—all Canadian National.

To *Hamilton (Bermuda), Nassau (Bahamas), Kingston (Jamaica), and Belize (British Honduras)*.—Cathcart (calls at St. Georges but not at Hamilton or Nassau), Sept. 30 and Oct. 28; Lady Rodney, Oct. 6 and Nov. 3; Cavalier (does not call at Hamilton or Nassau), Oct. 14 and Nov. 11; Lady Semers, Oct. 20—all Canadian National.

To *Bermuda, St. Kitts, Antigua, Guadeloupe, Dominica, Martinique, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo*.—Marie Horn, Oct. 10; a steamer, Oct. 25 and 30—both Ocean Dominion SS. Corp.

To *Montevideo and Buenos Aires*.—Argentino, Moore Mack Line, Sept. 30; a steamer, Canadian South American Line, Oct. 15.

To *Colombia, Ecuador, Peru and Chile*.—A steamer, Canadian National, monthly.

To *Auckland, Wellington, Lyttelton, Dunedin, Brisbane, Sydney and Melbourne*.—Canadian Highlander, Canadian National, Oct. 22.

To *West and South African Ports*.—Calgary, Elder Dempster & Co., Ltd., Oct. 25.

### From Halifax

To *Liverpool*.—Newfoundland, Sept. 27 and Nov. 8; Nova Scotia, Oct. 18—both Furness Line; Baltic, Oct. 3 and 30; Ninian, Oct. 26—both White Star Line; Manchester Exporter, Oct. 8; Manchester Merchant, Oct. 29—both Manchester Line.

To *London*.—London Corporation, Sept. 27 and Nov. 7; London Exchange, Oct. 11; London Citizen, Oct. 24—all Furness Line.

To *London, Havre and Antwerp*.—Minnetonka, Oct. 2; Minnewaska, Oct. 16—both Red Star Line.

To *Manchester*.—Manchester Commerce, Oct. 2; Manchester Exporter, Oct. 9—both Manchester Line; Ninian, White Star Line, Oct. 26.

To *Antwerp*.—Pennland, Oct. 9 and Nov. 6; Westernland, Oct. 23—both Red Star Line.

To *Gothenburg*.—Gripsholm, Oct. 6 and Nov. 5; Kungsholm, Oct. 15; Drottningholm, Oct. 27—all Swedish-American Line.

To *St. John's, Nfld., and St. Pierre-Miquelon*.—Newfoundland, Sept. 27 and Nov. 8; Nova Scotia, Oct. 18—both Furness Line (do not call at St. Pierre); Magnhild, Newfoundland-Canada SS., Sept. 27 and Oct. 6 and Nov. 3 (also calls at Carbonear and Port Union, Nfld.); Dominica, Furness-Red Cross Line, Oct. 4 and 18.

To *Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara*.—Lady Drake, Oct. 4 and Nov. 15; Lady Nelson, Oct. 18; Lady Hawkins, Nov. 1—all Canadian National.

To *Santiago (Cuba) and Kingston (Jamaica)*.—Calabria, Sept. 28 and Oct. 26; Andalusia, Oct. 12 and Nov. 9 (calls at Montego Bay and other Jamaican outports)—both Pickford & Black, Ltd.

To *Bermuda, St. Kitts, Antigua, Guadeloupe, St. Lucia, Dominica, Martinique, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo*.—Fernebo, Sept. 30; Marie Horn, Oct. 15—both Ocean Dominion SS. Corp.

To *Hamilton (Bermuda), Nassau (Bahamas), Kingston (Jamaica), and Belize (British Honduras)*.—Cathcart (calls at St. Georges, Bermuda, but not at Hamilton or Nassau), Oct. 3 and 31; Cavalier (does not call at Hamilton or Nassau), Oct. 17 and Nov. 14—both Canadian National.



To *Hamilton (Bermuda), Puerto Rico, St. Kitts, Antigua, St. Lucia, Guadeloupe, Martinique, Barbados, St. Vincent, Grenada, Trinidad and Demerara*.—Cornwallis, Sept. 27 and Nov. 8; Chomey, Oct. 11; Colborne, Oct. 25—all Canadian National.

### From Saint John

To *Alexandria, Port Said, Suez, Aden, Karachi, Bombay, Colombo, Madras, Rangoon and Calcutta*.—City of Oran, Sept. 27; Springbank, Oct. 12; City of Kimberley, Oct. 27—all American and Indian SS. (cargo accepted for other Eastern ports, also for British East African ports).

To *Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara*.—Lady Nelson, Oct. 10; Lady Hawkins, Oct. 24; Lady Drake, Nov. 7—all Canadian National.

To *Kingston and Jamaican Outports*.—San Bruno, United Fruit Line, Sept. 29.

### From Quebec

To *Southampton*.—Empress of Britain, Canadian Pacific, Oct. 1 and 15.

### From New Westminster

To *London, Liverpool and Glasgow*.—Pacific Shipper, Furness Pacific Line, Sept. 29 (also calls at Manchester); Albion Star, American Mail Line, Oct. 3 (also calls at Rotterdam); Gregalia, Oct. 12; Cortona, Oct. 30; Modavia, Nov. 16—all Balfour Guthrie & Co.

To *London, Hamburg, Copenhagen and Gothenburg*.—Royal Star, American Mail Line, Oct. 4.

To *United Kingdom Ports*.—Benleuch, Anglo-Canadian Shipping Co., Oct. 10; Viking Star, American Mail Line, Oct. 20.

To *Japanese Ports*.—Tohsei Maru, Oct. 1; Wales Maru, Oct. 10—both Yamashita Shipping Co.

### From Vancouver

To *Yokohama, Kobe, Shanghai, and Hongkong*.—Hiye Maru, Oct. 6; Heian Maru, Oct. 20—both Nippon Yusen Kaisha (also call Osaka); Ixion, Oct. 8 (also calls at Miiki); Tantalus, Oct. 30—both Blue Funnel Line; Seattle, Tacoma Oriental SS. (calls Tsingtao, Dairen, Taku Bar and Otaru but not at Hongkong), Oct. 20.

To *Yokohama, Kobe, Shanghai, Hongkong and Manila*.—Empress of Asia (calls Nagasaki), Oct. 8; Empress of Canada (calls Honolulu), Oct. 22; Empress of Russia (calls Nagasaki), Nov. 5—all Canadian Pacific; Olympia, Oct. 8; Grays Harbour, Nov. 8—both Tacoma Oriental SS. (call Osaka, Iloilo, Cebu and Legaspi but not at Shanghai).

To *Yokohama and Osaka*.—A steamer, Empire Shipping Co., Ltd., Oct. 10.

To *Honolulu, Suva, Auckland and Sydney*.—Niagara, Oct. 12; Aorangi, Nov. 9—both Canadian-Australasian Line, Ltd.

To *Sourabaya, Samarang, Batavia, Singapore, Belawan Deli, Penang, Rangoon and Calcutta*.—Silverhazel, Oct. 16; Saparoea, Nov. 16—both Silver-Java-Pacific Line (also call Kobe, Manila and Iloilo).

To *Auckland, Wellington, Melbourne and Sydney*.—Hauraki, Oct. 1; Wairuna, Nov. 1—both Canadian-Australasian Line, Ltd. (also call New Plymouth, Lyttelton and Dunedin); Golden Coast, Oceanic and Oriental Navigation Co. (also calls Lyttelton and Dunedin), Oct. 17.

To *Brisbane, Sydney, Newcastle, Melbourne and Adelaide*.—Sydic, Oct. 6; Boren, Nov. 6—both Transatlantic SS. Co., Ltd.

To *Liverpool, London, Southampton and Rotterdam*.—Drechttyk, Oct. 8; Loch Goil, Oct. 22; Nebraska, Nov. 5—all Royal Mail Lines, Ltd.

To *London, Hull, Bergen and Oslo*.—Abraham Lincoln, Oct. 8; Granville, Oct. 27—both Fred Olsen Line.

To *Marseilles, Genoa, Leghorn, Naples, Venice and Trieste*.—Feltre, Sept. 30; Rialto, Oct. 18; California, Nov. 15—all Empire Shipping Co., Ltd.

To *Havre, Dunkirk, Bordeaux and Antwerp*.—San Antonio, Oct. 5; Wisconsin, Oct. 20; Winnipeg, Oct. 31—all Empire Shipping Co., Ltd.

To *Scandinavian Ports*.—Margaret Johnson, Oct. 6; Canada, Oct. 20; Buenos Aires, Nov. 18—all Johnson Line.

To *Port of Spain (Trinidad) and Bridgetown (Barbados)*.—A steamer, Canadian Transport Co., Ltd., October.

To *Montevideo and Buenos Aires*.—Leikanger, Oct. 6; Hoyanger, Nov. 7—both Westfal-Larsen Co. (cargo accepted for Pernambuco, Bahia, Rosario, Santa Fé and other ports).

**Note.**—Firms who desire information concerning ocean mail services may have their names placed on the mailing list of the Post Office Weekly Bulletin by applying to the Post Office Department.

# COMMERCIAL INTELLIGENCE SERVICE

555

## CANADIAN GOVERNMENT TRADE COMMISSIONERS

### Argentine Republic

ACTING TRADE COMMISSIONER, B. Mitre 430, Buenos Aires (1). (Territory includes Chile and Uruguay.) *Cable address, Canadian.*

### Australia

D. H. ROSS. Address for letters—Box 196C, G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable address, Canadian.*  
*Commercial Agent:* B. MILLIN, The Royal Exchange, Sydney, N.S.W.

### Belgium

HENRI TURCOT, 98 Boulevard Adolphe Max, Brussels. *Cable address, Canadian.*

### Brazil

A. S. BLEAKNEY. Address for letters—Caixa Postal 2164, Rio de Janeiro. Office—Ed. Da "A. Noite," Sala 802, Praca Maua. *Cable address, Canadian.*

### British West Indies

*Trinidad:* ACTING TRADE COMMISSIONER. Address for letters—P.O. Box 125, Port of Spain. Office—Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, and British Guiana.) *Cable address, Canadian.*

*Jamaica:* F. W. FRASER, P.O. Box 225. Office—Canadian Bank of Commerce Chambers, Kingston. (Territory covers Jamaica, Hayti, the Bahamas, and British Honduras.) *Cable address, Canadian.*

### China

L. M. COSGRAVE. Address for letters—P.O. Box 264, Shanghai. Office—Daily News Building, 17 The Bund, Shanghai. *Cable address, Canadian.*

PAUL SYKES. Address for letters—P.O. Box 160, Dairen, Manchuria. Office—Cornabe Building, 1 Higashi-Koen-Cho, Dairen, Manchuria. (Territory covers Manchuria.) *Cable address, Canadian.*

### Cuba

E. L. MCCOLL. Address for letters—Apartado 1945, Havana. Office address—Royal Bank of Canada Building, Calle Aguiar 75, Havana. (Territory includes San Domingo and Puerto Rico.) *Cable address, Canadian.*

### Egypt

YVES LAMONTAGNE. Address for letters—P.O. Box 1770, Cairo. Office—22 Shari Kasr el Nil, Cairo. (Territory includes the Sudan, Palestine, Cyprus, Iraq, Syria, and Persia.) *Cable address, Canadian.*

### France

HERCULE BARRÉ, 3 rue Scribe, Paris (9). (Territory includes French Colonies in North Africa.) *Cable address, Cancomac.*

### Germany

ACTING TRADE COMMISSIONER, Mönckebergstrasse 31, Hamburg. (Territory covers Germany—except the Rhine Valley—Czechoslovakia, Austria, and Eastern European countries.) *Cable address, Canadian.*

### Greece

ACTING TRADE COMMISSIONER, 1 Corai Street, Athens. (Territory includes Turkey.) *Cable address, Canadian.*

### Hongkong

V. E. DUCLOS. Address for letters—P.O. Box 80, Hongkong. Office—Gloucester Building, Hongkong. (Territory includes South China, the Philippines, British North Borneo, and Indo-China.) *Cable address, Canadian.*

### India and Ceylon

R. T. YOUNG. Address for letters—P.O. Box 2003, Calcutta. Office—8 Esplanade Mansions, Government Place East, Calcutta. *Cable address, Canadian.*

### Irish Free State and Northern Ireland

J. H. ENGLISH, 66 Upper O'Connell Street, Dublin, Irish Free State (*cable address, Canadian*); and 44 Ann Street, Belfast, Northern Ireland (*cable address, Adanac*).



556 **CANADIAN GOVERNMENT TRADE COMMISSIONERS—Con.**

**Italy**

A. B. MUDDIMAN, Via Manzoni Nr. 5, Milan (102). (Territory includes Spain, Portugal, Gibraltar, Canary Islands, Malta, Italian Colonies in Africa, Albania, and Jugoslavia.) *Cable address, Canadian.*

**Japan**

*Tokyo:* J. A. LANGLEY, Commercial Secretary; RICHARD GREW, Trade Commissioner. Address for letters—P.O. Box F101, Tokyo Central. Office—Imperial Life Assurance Building, Marunouchi, Tokyo. *Cable address, Canadian.*

*Kobe:* ACTING TRADE COMMISSIONER. Address for letters—P.O. Box 230, Kobe. Office—Chamber of Commerce Building, Kobe. *Cable address, Canadian.*

**Mexico**

ACTING TRADE COMMISSIONER. Address for letters—Apartado Num. 126-bis, Mexico City. Office—Edificio Banco de Londres y Mexico, Num. 30, Mexico City. (Territory includes Central American Republics.) *Cable address, Cancoma.*

**Netherlands**

J. C. MACGILLIVRAY, Beursplein 26B, Rotterdam. (Territory includes the Rhine Valley and Switzerland.) *Cable address, Canadian.*

**Netherlands East Indies**

G. R. HEASMAN. Address for letters—P.O. Box 84, Batavia, Java. Office—Chartered Bank Building, Melacca St., Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, and Siam.) *Cable address, Canadian.*

**New Zealand**

C. M. CROFT. Address for letters—P.O. Box 33, Auckland. Office—Yorkshire House, Shortland Street, Auckland. (Territory includes Fiji and Western Samoa.) *Cable address, Canadian.*

**Norway**

F. H. PALMER, Jernbanetorget 4, Oslo. (Territory includes Scandinavian countries and Finland.) *Cable address, Canadian.*

**Panama**

J. A. STRONG. Address for letters—P.O. Box 222, Panama City. Office—Royal Bank of Canada Building, Santa Ana Plaza, Panama City. (Territory includes Venezuela and Colombia.) *Cable address, Canadian.*

**Peru**

C. S. BISSETT. Address for letters—Casilla 1212, Lima. Office—Calle Coca, 478, Lima. (Territory includes Bolivia and Ecuador.) *Cable address, Canadian.*

**South Africa**

G. R. STEVENS. Address for letters—P.O. Box 683, Cape Town. Office—Cleghorn & Harris Building, Adderley Street, Cape Town. (Territory includes Southwest Africa, the Rhodesias, Nyasaland, Tanganyika Territory, and Kenya Colony.) *Cable address, Cantracom.*

**United Kingdom**

*London:* HARRISON WATSON, Canada House, Trafalgar Square, S.W.1. (Territory covers Home Counties, Southeastern Counties, and East Anglia.) *Cable address, Sleighing, London.*

*London:* J. FORSYTH SMITH, Fruit Trade Commissioner, Walter House, Bedford Street, Strand, W.C.2. *Cable address, Canfrucum.* (Territory—for fresh fruit only—covers United Kingdom, Norway, Denmark, Sweden, France, Holland, Belgium, Germany, and Spain.)

*London:* W. A. WILSON, Animal Products Trade Commissioner, Canada House, Trafalgar Square, S.W.1. *Cable address, Agrilcon.*

*Liverpool:* H. R. POUSSETTE, Century Bldgs., 31 North John Street. (Territory covers North of England, Lincolnshire, North Midlands, and North Wales.) *Cable address, Canadian.*

*Bristol:* DOUGLAS S. COLE, Sun Building, Clare Street. (Territory covers West of England, South Wales, and South Midlands.) *Cable address, Canadian.*

*Glasgow:* GORDON B. JOHNSON, 200 St. Vincent Street. *Cable address, Cantracom.*

**United States**

*New York City:* FREDERIC HUDD, 25 Broadway. (Territory includes Bermuda.) *Cable address, Cantracom.*

**Note.**—Bentley's Second Phrase Code is used by Canadian Trade Commissioners

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557

# Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

Minister: Hon. H. H. Stevens, M.P.

Deputy Minister: James G. Parmelee

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No. 1496

## TABLE OF CONTENTS

Page		Page
	Change of Office Address in Bristol,	
537	England . . . . .	
537	Mr. Croft's Itinerary . . . . .	
538	Australian Oversea Trade Returns,	
	1931-32 . . . . .	
542	Commercial Notes from New South	
	Wales . . . . .	
543	Market for Doors in Scotland . . . . .	
545	Cereal Crops in England and Wales	
546	Canadian Trade with the Port of Bris-	
	tol, 1931-32 . . . . .	
549	Italian Wheat Crop . . . . .	
550	Summary of the Trade of Canada,	
	August . . . . .	
551	Cyprus: Geography, Economic Con-	
	ditions, etc. . . . .	
553	Trade of Bengal, 1931-32 . . . . .	
	Points for Exporters to Panama . . . . .	556
	Market for Evaporated Apples in Den-	
	mark . . . . .	558
	Foreign Exchange Control in Den-	
	mark . . . . .	560
	Gold Cover of the National Bank of	
	Denmark . . . . .	560
	Foreign Trade of Switzerland in 1931	560
	South Manchuria Railway Company	562
	Economic Conditions in Chile . . . . .	566
	British Merchandise Marks Act . . . . .	569
	Tariff Changes, etc. . . . .	569
	British Trade Commissioners . . . . .	570
	Foreign Exchange Quotations . . . . .	571
	Trade Inquiries . . . . .	572
	Proposed Sailings . . . . .	572
	Commercial Intelligence Service . . . . .	575

## CHANGE OF OFFICE ADDRESS IN BRISTOL, ENGLAND

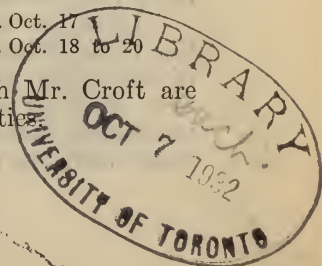
A change has just been made in the office address of the Canadian Trade Commissioner at Bristol, England. The new address is: Northcliffe House, Colston Avenue, Bristol, England.

## MR. CROFT'S ITINERARY IN CANADA

Mr. C. M. Croft, Canadian Trade Commissioner in Auckland, is at present on tour in the interests of Canadian trade with New Zealand. His itinerary is as follows:—

Halifax . . . . . Oct. 10 and 11	Quebec . . . . . Oct. 17
St. John . . . . . Oct. 13 and 14	Montreal . . . . . Oct. 18 to 20

Canadian firms desirous of being brought into touch with Mr. Croft are requested to communicate with the Boards of Trade in these cities.





## AUSTRALIAN OVERSEA TRADE RETURNS, 1931-32

M. T. STEWART, ASSISTANT TRADE COMMISSIONER

Melbourne, August 17, 1932.—The preliminary statistics of the oversea trade of Australia for the fiscal year ending June 30, 1932, have recently been issued by the Commonwealth Statistician. A review of the figures for the period indicates a greatly increased favourable balance of trade, due very largely to the restriction of imports. The total value of exports for 1931-32 was only slightly in excess of the 1930-31 total, although the volume was greater than in any previous year.

The adverse exchange rate had a marked effect on reducing imports as evidenced by the figures, but on the other hand exports were substantially facilitated by the exchange position.

Following is a comparative schedule of the total exports and imports for the fiscal years 1930-31 and 1931-32:—

	1930-31	1931-32	Inc. or Dec.
Imports (British currency) . . . . .	£ 60,959,633	£ 44,729,825	—£16,229,808
Exports (Australian currency) . . . . .	104,254,638	107,885,791	+ 3,531,153

Imports during 1930-31 were valued in Australian currency at approximately £68,808,000, and in 1931-32 at £56,987,000. Exports in British currency values were £88,904,000 in 1930-31 and £84,923,000 in 1931-32.

In analyzing the returns, by separating merchandise from gold and specie, the 1931-32 excess of exports over imports is illustrated thus:—

1931-32		Merchandise only British Currency
Exports of merchandise . . . . .	£ 95,190,452	£74,773,000
Exports of gold and specie . . . . .	12,695,339	.....
Total exports (Australian currency) . . . . .	£107,885,791	.....
Imports of merchandise . . . . .	£ 44,082,013	£44,082,013
Imports of gold and specie . . . . .	647,812	.....
Total imports (British currency) . . . . .	£ 44,729,825	.....
Exports of merchandise exceed imports by . . . . .		£30,690,937

During the period under review imports were restricted to a minimum figure by the operation of the adverse bank exchange and the incidence of high customs duties, surtaxes, and prohibitions on imports. The tariff underwent a partial downward revision in February, 1932, but it is not anticipated that any general relief from the high import charges can be looked for in the immediate future.

Australia's position abroad has advanced materially in the past year, but it is essential that a large favourable trade balance be realized each year if the present position is to be maintained and improved. Imported stocks have become depleted, and with a general improvement in trading conditions imports, even under the present difficulties, must increase. It would be unwise to anticipate a continuance of the present record volume of exports, and should the volume decrease, as it may through seasonal conditions, the only hope then lies in rising prices. A substantial rise in values would alter the whole situation, and bring much-needed relief to the primary producers.

Canadian exporters to Australia are severely handicapped by the depreciation of the Australian pound, but authorities on Australian finance are uniformly of the opinion that it is unwise under present conditions to reduce the exchange rate. Imports must be kept to a low level, and exports kept up, until a normal permanent balance in London is assured: a reduction of the exchange rate would have the opposite effect.

## AUSTRALIAN OVERSEA TRADE IN RECENT YEARS

The fluctuations in Australian trade in recent fiscal years (July to June inclusive) are illustrated in the following table of exports and imports showing the trade balance, favourable or unfavourable, to Australia:—

	British Currency		
	Total Exports	Total Imports	+ Favourable - Unfavourable
1924-25 . . . . .	£162,030,150	£157,143,296	+ £ 4,886,954
1925-26 . . . . .	148,771,937	151,638,178	- 2,866,241
1926-27 . . . . .	145,140,367	164,716,594	- 19,576,227
1927-28 . . . . .	143,213,070	147,944,970	- 4,731,900
1928-29 . . . . .	144,850,452	143,647,881	+ 1,202,571
1929-30 . . . . .	125,127,148	131,081,320	- 5,954,172
1930-31 . . . . .	88,904,000	60,959,633	+ 27,944,367
1931-32 . . . . .	84,923,000	44,729,825	+ 40,193,175

## NOTES ON AUSTRALIAN IMPORTS, 1931-32

Importations of all classes of merchandise shared in the marked decrease for the year 1931-32 as compared with the total for 1930-31. No details as to country of origin are available with the preliminary figures, but it may safely be assumed that imports from Canada suffered a substantial decrease in common with those of other countries. The total 1931-32 imports of £44,729,825 (British currency) was the smallest recorded for several decades.

The following are the main items showing the greatest decrease in value of imports for 1931-32 (1930-31 figures shown in parentheses): tea, £1,365,622 (£2,245,567); whisky, £183,461 (£446,418); tobacco, unmanufactured, £575,347 (£1,413,374); silk piece goods, £2,472,715 (£3,017,936); corn sacks, £1,388,942 (£2,198,837); petroleum, £3,103,928 (£4,877,840); electric machinery, £1,201,628 (£2,841,929); motor cars, £474,750 (£1,005,507); books, etc., £699,208 (£987,050); fancy goods, £284,934 (£576,123); fertilizers, £436,522 (£729,725); and outside packages, £1,213,151 (£1,794,965).

When compared with the year 1930-31 imports of the following items increased in 1931-32 (1930-31 figures shown in parentheses) thus: confectionery, £65,877 (£45,207); copra, £126,519 (£97,999); boots and shoes, £133,439 (£89,520); cotton and linen piece goods, £4,187,332 (£4,123,204); hessian and other jute piece goods, £378,425 (£319,412); woolpacks, £394,967 (£362,909); artificial silk yarns, £538,259 (£445,590); dyes, £198,154 (£121,268); and sodium salts, £380,065 (£308,354).

The total value of imports of merchandise in 1931-32 was 73 per cent of the merchandise imports in 1930-31: tobacco, 39 per cent; machinery, 43 per cent; spirituous liquors, 47 per cent; jewellery and fancy goods, 53 per cent; earthenware, 63 per cent; stationery, 66 per cent; and oils, 70 per cent. Imports of gold (from New Guinea and New Zealand) were 69 per cent in excess of those of last year.

## PRINCIPAL AUSTRALIAN IMPORTS

Following is a schedule showing the principal Australian imports by classifications, and some important items which may be of interest to Canadian exporters. It should be noted that the preliminary figures given throughout this report are subject to correction. The annual statistical report of the oversea trade of Australia for the fiscal year 1931-32, giving full details and final figures of the import and export trade of the Commonwealth, will not be available until another six or eight months have elapsed.

	British Currency Values	
	1930-31	1931-32
Foodstuffs of animal origin . . . . .	£ 911,076	£ 747,033
Fish, preserved in tins . . . . .	501,080	442,495
Foodstuffs of vegetable origin . . . . .	3,372,099	2,386,847
Cocoa and chocolate . . . . .	147,103	156,329
Nuts . . . . .	221,218	219,362
Tea . . . . .	2,245,567	1,365,622



*Principal Australian Imports—Concluded*

	British Currency Values	
	1930-31	1931-32
Spirituous and alcoholic liquors . . . . .	530,166	249,632
Tobacco and preparations thereof . . . . .	1,565,636	614,235
Tobacco, unmanufactured . . . . .	1,413,374	575,347
Live animals . . . . .	67,628	34,432
Animal substances, not foodstuffs . . . . .	914,821	784,166
Hides and skins . . . . .	397,566	292,622
Raw silk . . . . .	335,747	318,221
Vegetable substances and fibres . . . . .	1,405,258	1,298,355
Copra . . . . .	97,999	126,519
Flax and hemp . . . . .	171,725	168,686
Pulp and papermaking . . . . .	218,749	190,834
Seeds, linseed . . . . .	216,074	162,256
Apparel and attire . . . . .	1,325,930	1,006,395
Boots and shoes . . . . .	89,520	133,439
Gloves . . . . .	220,490	225,321
Trimmings and ornaments . . . . .	454,967	329,457
Textiles . . . . .	10,755,455	9,773,302
Cotton and linen piece goods . . . . .	4,123,204	4,187,332
Silk or containing silk . . . . .	3,017,936	2,472,715
Yarns and manufactured fibres . . . . .	3,816,874	3,075,731
Bags and sacks . . . . .	2,753,911	1,931,336
Oils, fats and waxes . . . . .	6,927,042	4,831,601
Petroleum . . . . .	4,877,840	3,103,928
Paints and varnishes . . . . .	263,079	249,918
Stones and minerals, ores, etc. . . . .	401,293	235,978
Machines and machinery . . . . .	6,112,823	2,654,350
Metals and manufactures . . . . .	6,225,970	3,911,655
Iron and steel pipes and tubes . . . . .	461,715	272,696
Plate and sheet, tinned . . . . .	843,254	826,426
Motor car chassis and parts . . . . .	986,882	467,161
Rubber and manufactures thereof . . . . .	682,755	616,324
Leather and manufactures thereof . . . . .	87,204	56,835
Wood and wicker, and manufactures . . . . .	1,113,854	907,734
Timber, undressed . . . . .	641,827	638,655
Earthenware china, glass, etc. . . . .	818,987	517,556
Paper . . . . .	2,760,044	2,662,885
Printing paper . . . . .	1,651,410	1,661,603
Stationery and paper manufactures . . . . .	1,805,769	1,197,361
Books, directories, etc. . . . .	987,050	699,298
Jewellery and fancy goods . . . . .	895,532	468,379
Optical and surgical instruments . . . . .	1,167,162	947,068
Films for kinematographs . . . . .	528,732	567,547
Drugs, chemicals and fertilizers . . . . .	3,069,287	2,661,597
Fertilizers . . . . .	729,725	436,522
Sulphur (brimstone) . . . . .	258,371	204,903
Miscellaneous . . . . .	3,664,865	2,182,344
Outside packages . . . . .	1,794,965	1,213,151
Gold, silver and bronze specie . . . . .	399,024	648,142
Gold, including gold in matte . . . . .	373,799	631,431

## IMPORTING STATES

The following figures show the allocation of the total imports to the various States, and indicate the relative importance of each State from the standpoint of trading requirements. However, in this connection it should be noted that Sydney and Melbourne are the leading distributing ports, the former being the entrepôt of the New Guinea, Papua, and South Sea Island trade. Thus of the total imports credited to Sydney, a considerable portion is destined for re-export from Australia to the Islands or to other States of the Commonwealth. The above remarks apply also to the imports of the State of Victoria to a lesser degree.

	1930-31	1931-32
New South Wales . . . . .	£26,311,411	£18,815,627
Victoria . . . . .	20,305,201	16,043,420
Queensland . . . . .	5,556,434	3,746,018
South Australia . . . . .	3,916,258	2,821,487
Western Australia . . . . .	4,060,261	2,729,283
Tasmania . . . . .	890,817	565,301
North Australia . . . . .	19,251	8,689
<b>Grand total . . . . .</b>	<b>£60,959,633</b>	<b>£44,729,825</b>

## NOTES ON AUSTRALIAN EXPORTS, 1931-32

Total exports from Australia valued in Australian currency increased by £3,531,153 to a total of £107,885,791 in 1931-32. Exports of gold and specie decreased by £2,602,819 to a total of £12,695,339 for the same year. Although falling prices were ruling throughout the period, the volume of exports increased sufficiently to maintain and slightly increase the total value of exports.

There would appear to be grounds for an anticipated upward movement of prices, and if the present volume of exports can be maintained a reasonable increase in the total value is to be hoped for and urgently required.

Exports of the following principal commodities increased nominally in value during the year ended June 30, 1932, above the exports of last year (1930-31 figures shown in parentheses) thus: wheat and flour, £22,972,218 (£18,258,041); butter, £9,812,827 (£8,120,165); mutton and lamb, £2,994,062 (£2,105,966); sugar, £2,514,750 (£1,805,275); fresh fruits, £2,087,806 (£1,588,183); wine, £908,542 (£510,052); tallow, £831,517 (£643,668); and wool, £32,086,820 (£32,003,305).

On the other hand, exports of the following items decreased as illustrated (1930-31 figures shown in parentheses): beef, £2,087,829 (£2,235,526); dried fruits, £1,965,381 (£2,251,174); hides and skins, £2,230,620 (£3,636,954); ores and concentrates, £189,762 (£868,050); lead, £2,267,924 (£2,419,461); timber, £511,549 (£745,572); and gold, £11,890,054 (£14,391,412).

Compared with last year (1930-31) the quantity of butter exports increased 24 per cent; beef, 7 per cent; mutton and lamb, 51 per cent; fresh fruits, 34 per cent; wheat, 7 per cent; flour, 17 per cent; sugar, 45 per cent; wine, 57 per cent; tallow, 47 per cent; and wool, 4 per cent. On the other hand, the quantity of dried fruits exported in 1931-32 decreased by 21 per cent below that of 1930-31; ores and concentrates, 64 per cent; lead, 3 per cent; hides, 70 per cent; and sheep skins, 24 per cent.

## PRINCIPAL AUSTRALIAN EXPORTS, 1931-32

Following is a comparative schedule of Australian exports by classifications showing principal export items:—

	Australian Currency Values	
	1930-31	1931-32
Foodstuffs of animal origin . . . . .	£15,075,743	£17,624,563
Butter . . . . .	8,120,165	9,812,827
Eggs . . . . .	326,743	554,958
Beef . . . . .	2,235,526	2,087,829
Lamb . . . . .	1,563,290	2,219,975
Mutton . . . . .	542,676	774,087
Rabbits and hares . . . . .	412,845	478,946
Foodstuffs of vegetable origin . . . . .	25,670,750	31,704,457
Dried fruits . . . . .	2,251,174	1,965,381
Apples, fresh . . . . .	1,235,583	1,704,471
Fruits, preserved in liquid . . . . .	586,531	639,565
Wheat . . . . .	14,744,468	19,138,980
Flour (wheaten) . . . . .	3,513,573	3,833,238
Sugar . . . . .	1,805,275	2,514,750
Spirituous and alcoholic liquors . . . . .	595,989	975,779
Spirits (beverages) . . . . .	510,052	908,542
Tobacco and preparations . . . . .	363,367	291,128
Live animals . . . . .	173,297	149,376
Animal substances, not foodstuffs . . . . .	36,185,210	34,765,935
Hides and skins . . . . .	2,636,954	2,330,620
Wool . . . . .	31,889,270	31,838,755
Vegetable substances and fibres . . . . .	228,838	188,017
Apparel, textiles, etc. . . . .	473,774	436,874
Oils, fats and waxes . . . . .	732,258	961,313
Tallow, unrefined . . . . .	643,668	831,517
Stones, minerals, ores, etc. . . . .	1,293,882	542,002
Metals, machinery, etc. . . . .	4,990,384	4,745,813
Lead—pig and in matte . . . . .	2,419,461	2,267,924
Zinc—bars, blocks, etc. . . . .	723,806	697,120



*Principal Australian Exports, 1931-32—Concluded*

	Australian Currency Values	
	1930-31	1931-32
Rubber, leather and manufactures . . . . .	491,292	460,792
Wood, wicker and manufactures thereof . . . . .	822,965	597,357
Earthenware, china, glass, etc. . . . .	72,129	79,565
Paper and stationery . . . . .	224,829	184,769
Jewellery and fancy goods . . . . .	118,687	99,497
Optical and surgical instruments . . . . .	340,379	273,139
Drugs, chemicals and fertilizers . . . . .	464,152	471,996
Miscellaneous . . . . .	692,898	585,912
Gold, silver and bronze specie . . . . .	15,298,258	12,695,339
Gold, including gold in matte . . . . .	14,391,412	11,890,054
Silver, including silver in matte . . . . .	884,877	753,667
Bronze specie . . . . .	21,969	51,618

## EXPORTING STATES

Following is a comparative schedule showing the exports from each State for the fiscal years 1930-31 and 1931-32:—

	1930-31	1931-32
New South Wales . . . . .	£ 31,618,727	£ 34,596,497
Victoria . . . . .	26,476,819	27,636,798
Queensland . . . . .	16,935,181	16,105,752
South Australia . . . . .	10,263,441	12,143,632
Western Australia . . . . .	16,703,658	14,807,215
Tasmania . . . . .	2,341,856	2,575,975
North Australia . . . . .	14,956	19,922
Grand total . . . . .	£104,354,638	£107,885,791

## COMMERCIAL NOTES FROM NEW SOUTH WALES

B. MILLIN, COMMERCIAL AGENT

**Egg Exports from Australia**

Sydney, August 18, 1932.—Exports of eggs during the last five shipping seasons is a significant index of the growth of the poultry industry in Australia: 1927, 1,104,005 dozen; 1928, 2,916,338; 1929, 3,552,580; 1930, 5,895,090; and 1931, 9,740,790 dozen. A new development in 1931 was the export of egg pulp, representing an additional 1,300,000 dozen eggs. It is expected that a large quantity will be exported this year.

The Department of Commerce estimates that between 14,000,000 and 15,000,000 dozens of eggs will be shipped from Australia during the coming season, an increase of 50 per cent over the figures for last year. In the next few weeks shipments will be going forward from all the States of the Commonwealth—a record early commencement of the Australian export season. The destination of the bulk of these eggs will be the United Kingdom.

**Wool Selling Season, 1931-32**

The serious declines in wool values in Australia during recent years is indicated by recently published statistics. Compared with 1929-30 values, the amount realized for the season 1931-32 was smaller by £4,281,194 and the price per bale was £2 7s. 4d. lower; the declines were £27,479,188 and £10 13s. 5d. respectively from figures for 1928-29. The past season showed an increase in the total sales of £1,997,123, but the fact that the price per bale was 4s. 5d. lower than in the previous season shows that the increase was due entirely to increased production amounting to 253,000 bales.

The total number of bales sold at all centres during last season was 2,713,846 distributed as follows: Sydney, 1,208,449 bales; Melbourne, 650,828; Brisbane, 446,047; Adelaide, 197,954; Perth, 169,607; and Tasmania, 40,961 bales.

Total wool production in the 1931-32 season showed an increase of 232,591 bales over that of the previous one—2,481,255 bales. The proportions of merino and crossbred wool grown in Australia were 72 and 26 per cent respectively, the figures being the same as for each of the two previous seasons.

### **Mineral Production of New South Wales, 1931**

Metals and minerals were produced during the year to the value of £7,432,-426, representing a decrease of £2,663,271 as compared with 1930. This decline was due to the low prices ruling for silver, lead, zinc, and tin, a diminished output of coal and coke, and the continued inactivity in the building trade as reflected by a decreased output of Portland cement, lime, and other products. The principal items of production were: coal, £4,607,342; silver lead ore concentrates, £1,076,208; cement, £617,432; zinc concentrates, £512,795; and coke, £297,318. Gold was one of the few metals showing an increase, the greatest in ten years. The yield was 19,673 ounces fine, the value at the standard rate being £85,565, as compared with 12,493 ounces fine in 1930.

### **Australian Apple and Pear Exports, 1932**

Total exports of apples and pears from Australia for the 1932 season were larger than previously anticipated, amounting to 4,654,688 cases of apples and 293,924 cases of pears, as compared with 3,226,512 of apples and 347,039 of pears during the 1931 season. The quantity of apples exported constitutes a new record, the largest quantity previously exported being 4,344,680 cases in 1930. Pears, however, showed a decrease. The largest exporting State, as usual, was Tasmania. The crops in Australia were seriously curtailed owing to the ravages of thrips in the early part of the season.

### **Wheat Production in New South Wales**

The final estimate of the wheat production in the State of New South Wales for the season 1931-32 has just been issued and is stated to be 54,140,000 bushels; in 1930-31 it was 65,877,000 bushels, the highest on record; in 1929-30, 34,407,000 bushels; and in 1928-29, 49,257,000 bushels. The wheat produced in the State during the two years of depression was thus 30·3 per cent greater than in the two preceding years. It is too soon to give an estimate of the area under cultivation this season although it has been stated to be less than last year. Conditions were favourable early in the season, but in some districts rain is needed. Nearly 9,000,000 bushels of last season's wheat are still stored in country silos and the terminal silo at Sydney as compared with 6,250,000 bushels at this time last year. The elevator system of this State is limited and was designed to handle wheat of the current season only.

## **MARKET FOR DOORS IN SCOTLAND**

G. B. JOHNSON, CANADIAN TRADE COMMISSIONER

Glasgow, September 14, 1932.—The market for ready-made doors in Great Britain, and proportionately in Scotland, has been unusually large for many years past, due to the extensive housing construction throughout the country by municipal (city and county council) authorities and speculative builders. There appears to be some prospect of this work falling more and more into private hands, although this depends very largely on whether or not the Government continues to subsidize municipal housing schemes initiated by the local authorities. These schemes are as a rule carried out by building firms, contracts



being awarded on the tender basis. Apparently there will be little if any falling off in the demand for doors for a considerable time.

The extent of municipal housing construction (subsidized), approved or in progress at this date, is indicated by the following figures of Glasgow schemes: East Keppoch, 1,054 houses; Blackhill, 800; Scotstoun, 1,000; Fulton street, 400; Cathcart road, 300 to 400; South Chester street, 164; and Cardonald, 2,000 (semi-private, financed by Glasgow Corporation).

During the past seven or eight years large areas of farm and waste land surrounding Glasgow have been built up and transformed into attractive residential districts, accommodating perhaps 100,000 people. All other cities in the country, large and small, have been faced with the problem of insufficient housing, and have solved it in much the same way.

IMPORTS

In 1930 the imports of doors into Great Britain (including window frames) were valued at £1,216,000, about \$6,000,000 at par, of which more than half (of Oregon pine or Douglas fir) came from the Pacific Coast of the United States, and one-third, consisting of white pine doors, from Sweden. The imports into Scotland alone, for which there are no separate statistics published, may be estimated at about one-eighth the quantity represented by these figures. There are, of course, door factories in Great Britain using Douglas fir, either from Canada or the United States, and Douglas fir plywood, mainly from the United States, but they have never been able to compete with United States manufacturers, whose cheapest door, selling at say \$2.50 in the United States, is sold here at about 8s. or less. The Department of Health, which controls the payment of the Government subsidy towards the municipal housing schemes, now specifies British materials for use in these schemes. American and Swedish doors can now be used only in private building, which is estimated to be much less than half the total construction.

The question arose as to whether the term "British materials" might be extended to include materials from the British Empire. So far as Scotland is concerned that concession has been granted, the Scottish Board of Health, which controls operations in Scotland, having informed this office that overseas Empire materials would not be debarred from use in subsidized construction if local authorities for any reason of price or quality preferred them. The Canadian product must compete with only British doors in municipal schemes, and with American and Swedish doors in private construction. British doors cost about 2s. more than American, thus affording Canadian factories a slightly greater advantage than was formerly the case when American doors were mainly used in municipal schemes.

In competition with American doors for private building the Canadian product would have the advantages of a more favourable exchange rate and free entry as against a tariff of 15 per cent.

SPECIFICATIONS

The majority of the doors for housing schemes are in the ordinary four-panel pattern with three-ply panels  $\frac{3}{8}$  inch thick; stiles, muntins and top rails  $4\frac{1}{2}$  inches wide; lock rails and bottom rails 9 inches wide, and mouldings on the solid both sides. Thickness of frames is usually  $1\frac{1}{8}$  inches (finished) for pass doors and  $1\frac{3}{8}$  inches (finished) for press or cupboard doors. The sizes for which there is the largest sale are:—

6 ft. 8 in. x 2 ft. 8 in. x ex $1\frac{3}{8}$ in. and ex $1\frac{1}{2}$ in. nominal	=	$1\frac{1}{8}$ in. and $1\frac{1}{2}$ in. actual
6 ft. 8 in. x 2 ft. 6 in. x ex $1\frac{3}{8}$ in. and ex $1\frac{1}{2}$ in. nominal	=	$1\frac{1}{8}$ in. and $1\frac{1}{2}$ in. actual
6 ft. 8 in. x 2 ft. 4 in. x ex $1\frac{3}{8}$ in. and ex $1\frac{1}{2}$ in. nominal	=	$1\frac{1}{8}$ in. and $1\frac{1}{2}$ in. actual
6 ft. 6 in. x 2 ft. 8 in. x ex $1\frac{3}{8}$ in. and ex $1\frac{1}{2}$ in. nominal	=	$1\frac{1}{8}$ in. and $1\frac{1}{2}$ in. actual
6 ft. 6 in. x 2 ft. 6 in. x ex $1\frac{3}{8}$ in. and ex $1\frac{1}{2}$ in. nominal	=	$1\frac{1}{8}$ in. and $1\frac{1}{2}$ in. actual
6 ft. 6 in. x 2 ft. 4 in. x ex $1\frac{3}{8}$ in. and ex $1\frac{1}{2}$ in. nominal	=	$1\frac{1}{8}$ in. and $1\frac{1}{2}$ in. actual

Douglas fir doors are edge grain.

All doors from the United States are what is known in the trade as "export grade." Originally this meant that it was permissible for up to about 15 per cent of the doors in a shipment to show some slight defect, such as a small knot, a chip or bruise, a neatly patched rosin seam, or some slight discolouration. Owing to competition the percentage was reduced, until now not more than about 7½ per cent of export grade doors contain any of these slight defects, and most of these would be small, neatly patched rosin seams.

An important point, and one which cannot be disregarded, is that building-trade employees here will not hang imported doors unless they are made under trade union conditions, the visual evidence of which is the manufacturer's brand on the door, which has been previously approved and placed on the "fair list" maintained by the Joint Committee in London of the National Federation of Building Trades Employers and the Amalgamated Society of Woodworkers. This approval can only be obtained after complying with the regulations of the Joint Committee, copies of which, together with the latest quotations for doors in the Scottish market, are available to interested Canadian exporters on application to the Department of Trade and Commerce, Ottawa (quoting file No. 20198).

To keep down handling expenses and to avoid cost of storage, shipments of doors required for each housing scheme would have to be made in accordance with the specifications furnished by the factory's agent in the United Kingdom. For small housing schemes all the doors would be shipped at the same time, but for large schemes shipments should go forward in instalments of 100 to 500 at a time as the contractors would require. Of course, doors for several housing schemes could be shipped at the same time but under separate bills of lading.

Canadian firms entering this market will necessarily have to begin with small orders of 500 or 1,000 doors at a time, and wait for the demand to grow in accordance with the relative advantages they offer.

## CEREAL CROPS IN ENGLAND AND WALES

HARRISON WATSON, CANADIAN TRADE COMMISSIONER

London, September 13, 1932.—The report of the Ministry of Agriculture on conditions on September 1 confirm the anticipation of the man in the street that the brilliant weather of August must have been of great benefit to the standing grain.

The report states that over the whole of England and Wales for the greater part of August the weather was exceptionally fine and warm. This enabled the carting and stacking of hay to be completed under ideal conditions, and root crops also benefited from the sunny conditions.

Regarding the so-called "corn" crops, excellent progress was made in most districts with cutting, and at the end of the month in the southern and western counties of England a large proportion of the corn had been stacked in good condition.

Wheat was cut under ideal conditions, and except where the crops had been laid by July storms, the quality of the grain is expected to be good. Over the whole country the yield, forecasted at 17 cwts. per acre, is 1 cwt. above that of last year, although about ¼ cwt. below the ten-years' average.

In the case of barley, a certain amount of damage was done by laying, but with a continuance of favourable weather during the harvest, it is anticipated that the quality will generally be fairly good. The yield is estimated at 15½ cwts. per acre, which is about the ten-years' average.

Similarly, a large proportion of the autumn-sown oats was beaten down by the wind and rain during July, and although much of the crop had been stacked at the end of August in the southern half of the country, harvesting



was rendered very difficult. Upon the whole, spring oats are a thin crop and short in straw. The cutting of oats had begun in the north, where better crops are anticipated, but little had been stacked by the end of the month. The yield per acre is forecasted at  $15\frac{1}{2}$  cwt. per acre, about  $\frac{1}{2}$  cwt. in excess of the ten-years' average and last year's crop.

As a result the ministry has revised the forecast published a month ago, and has issued the following table based on estimates made at the end of August:—

	1932	1931	Forecast Sept. 1, 1932	Production 1931
	Acres	Acres	Tons	Tons
Wheat . . . . .	1,238,000	1,197,000	1,092,000	962,000
Barley . . . . .	963,000	1,029,000	751,000	773,000
Oats . . . . .	1,577,000	1,652,000	1,221,000	1,239,000

While the figures confirm the earlier forecasts as to yield, and upon the whole mark improvement, it is to be feared that the windy and rainy conditions which have characterized the early part of September must cause a certain amount of damage in districts where the grain harvest was still in progress.

It should be added that beans, while inclined to be short in the straw, promise to work out at about  $16\frac{3}{4}$  cwt. per acre, or  $\frac{1}{4}$  cwt. above the ten-years' average. Peas, upon the other hand, are generally a fair crop, although the estimated yield ( $13\frac{1}{2}$  cwt. per acre) is  $\frac{1}{2}$  cwt. below the average of the ten years 1922-31.

In the case of potatoes the report states that the main crop improved during August and was generally satisfactory in most districts.

The yield per acre over England and Wales is estimated at  $6\frac{1}{2}$  tons—about equal to the ten-years' average, and 1 ton above the returns of last year.

The hot dry weather of August greatly improved the hop crop. Picking commenced in some of the gardens of the southeastern areas at the end of the month, and an over-average yield of good quality hops is anticipated. In the West Midland area the crop has improved and is generally healthy and strong. In consequence, over the whole of the hop-growing areas of England the yield per acre of hops is forecast at rather more than 12 cwt., or about  $3\frac{1}{2}$  cwt. above the yield obtained last year and almost equal to the average of the ten years 1922-31.

## CANADIAN TRADE WITH THE PORT OF BRISTOL, 1931-32

DOUGLAS S. COLE, CANADIAN TRADE COMMISSIONER

Bristol, September 7, 1932.—The general trade of the Port of Bristol for the fiscal year ending March 31, 1932, was reviewed in *Commercial Intelligence Journal* No. 1490 (August 20). The following comments deal with Canadian participation in the general trade of the port during this period.

### GRAIN SHIPMENTS

The extent of foreign competition in the grain trade is shown by the heavy imports from South American and Southern European ports. It is noteworthy, however, that although there were no shipments from Vancouver to this port a few years ago, it is now the source of nearly two-thirds of the total imports from Canada.

The following table shows grain imports into the Port of Bristol by principal countries of origin, with comparative figures in long tons for the fiscal years 1931 and 1932:—

<i>Imports of Grain into Bristol</i>		
	1931 Tons	1932 Tons
Total . . . . .	855,093	995,677
Canada—		
Atlantic ports . . . . .	85,669	50,252
Pacific ports . . . . .	75,619	90,056
United States—		
Atlantic ports . . . . .	33,557	37,268
Pacific ports . . . . .	25,268	18,970
South America . . . . .	215,620	392,895
Europe—		
Northern . . . . .	39,247	5,620
Southern . . . . .	281,969	239,825
India and Persian Gulf . . . . .	66,407	98,751
Australia and New Zealand . . . . .	29,486	58,489
Irish Free State . . . . .	1,233	15

WHEAT

Shipments of Canadian wheat from Montreal have greatly declined in the past fiscal year, but Pacific shipments show a considerable increase. River Plate and Russian wheat shipments show an abnormal increase, but a decided change is noted in the trade this year inasmuch as the principal importers of Russian grain have only received at the time of writing 10 per cent of the quantities obtained from the same source last year, and are importing additional supplies from Canada. If this movement continues there should be a heavy demand for Canadian grain, which at the present increased prices should go a long way towards relieving conditions in Western Canada.

Comparative figures for imports of wheat into the Port of Bristol by countries of origin are as follows:—

<i>Imports of Wheat into Bristol</i>		
	1931 Tons	1932 Tons
Total . . . . .	382,030	433,677
Canada—		
Atlantic ports . . . . .	77,946	35,107
Pacific ports . . . . .	75,615	88,208
United States—		
Atlantic ports . . . . .	33,557	33,748
Pacific ports . . . . .	3,642	206
South America . . . . .	31,853	71,425
Europe—		
Northern . . . . .	16,484	3,202
Southern . . . . .	96,271	138,498
India and Persian gulf . . . . .	17,584	4,944
Australia and New Zealand . . . . .	29,078	58,339

BARLEY

The barley trade has shown many changes during the past year, the bulk of the business being in Russian and Danubian supplies. Low prices have been registered, and while shipments from Montreal have increased from 2,400 to 6,800 tons, Canadian barleys are scarce and compared with the total shipments are but a small factor in the trade.

The imports of barley into the Port of Bristol by countries of origin are as follows:—

<i>Imports of Barley into Bristol</i>		
	1931 Tons	1932 Tons
Total . . . . .	237,821	215,324
Canada—		
Atlantic ports . . . . .	2,402	6,855
Pacific ports . . . . .	....	980
United States—		
Atlantic ports . . . . .	....	3,508
Pacific ports . . . . .	21,630	18,264
South America . . . . .	2,640	4,223
Europe—		
Northern . . . . .	876	125
Southern . . . . .	162,956	86,291
Asiatic ports in the Mediterranean . . . . .	408	3,438
India and Persian gulf . . . . .	46,909	91,640



## MAIZE

The Argentine supplies practically the whole of the West of England requirements in maize owing to the prices for shipments from that country being far below other offerings. Imports from that source in 1932 amounted to 305,838 tons out of total importations of 313,438 tons as compared with 172,655 tons in the previous year, when shipments totalled 196,358 tons.

## OATS

The West of England trade in oats is a small but steady one, the chief changes having been an increase in South American and Canadian shipments, and a substantial decrease in Northern European cargoes.

Imports of oats into Bristol by countries of origin are as follows:—

	1931 Tons	1932 Tons
Total . . . . .	36,455	29,826
Canada—		
Atlantic ports . . . . .	5,285	8,275
Pacific ports . . . . .	....	868
United States—		
Pacific ports . . . . .	....	500
South America . . . . .	8,472	11,408
Europe—		
Northern . . . . .	18,185	1,230
Southern . . . . .	3,280	7,530
Irish Free State . . . . .	1,233	15

## WHEATEN FLOUR AND MEAL

As indicated in figures for the calendar year 1931 and confirmed by the final figures for the fiscal year ended March 31, 1932, Australia has greatly increased her shipments of flour to the Port of Bristol. It should, however, be noted that Canada is still the chief shipper of flour to the West of England despite the very low prices obtained during the year. The past year has been one of the most difficult ever experienced by importers of Canadian flour. Large supplies of cheap wheat, chiefly Russian, have enabled the English and Welsh port millers to offer their products at many shillings per sack under relative values. Had it not been for the strong connections between the importers and the bakers, the volume of trade in Manitoba flour would have been much smaller.

The increase in Australian shipments is due to Australian millers having been more disposed to meet the price competition.

Normally a fairly large trade in soft wheat flours would result in a better demand from the bakers for strong flours for blending purposes. This has not been true in the past year. The explanation is a simple one—the local mill flour, owing to the large percentage of Russian wheat, has been sufficiently strong for blending purposes.

An interesting development in the past few weeks has been the shipment of Canadian flour via Hudson Bay. Robin Hood and Fort Garry mills are shipping a complete cargo of flour and rolled oats from Churchill to the United Kingdom. Likewise Canadian flour is now being brought into both Cardiff and Avonmouth from the head of the Great Lakes, and this has had a definite effect on the landed price.

Importations of wheaten flour and meal into Bristol by principal countries of origin are as follows:—

*Imports of Wheaten Flour and Meal into Bristol*

	1931 Tons	1932 Tons
Total . . . . .	27,494	22,575
Canada . . . . .	12,608	8,582
United States . . . . .	7,715	4,730
South America . . . . .	886	1,100
Australia . . . . .	3,070	6,571
Belgium . . . . .	457	435
France . . . . .	2,710	1,116

## DAIRY PRODUCTS

There has been but small variation in the imports of butter, cheese, bacon, and lard. Shipments of Canadian bacon to the larger ports have improved considerably, but Bristol is not a point of distribution.

Total imports of butter in 1932 amounted to 5,443 tons as against 3,251 in the preceding year. The chief supplying countries were as follows, with comparative figures for 1931 in parentheses: New Zealand, 4,840 tons (2,982 tons); Canada, 320 tons (3 tons); Australia, 229 tons (162 tons); and Irish Free State, 34 tons (84 tons).

Imports of cheese totalled 8,526 tons in 1932 as compared with 8,133 tons in 1931. New Zealand supplied 5,169 tons as against 5,023 tons in the previous year, and Canada, 3,353 tons compared with 3,107 tons in 1931.

Imports of bacon and hams amounted to 613 tons as against 703 tons in 1931, the principal supplying countries being Holland with 429 tons (516 tons in 1931) and Canada with 165 tons (106 tons).

Importations of lard in 1932 totalled 7,159 tons as compared with 6,916 in the previous year. The supplying countries were as follows, figures for 1931 being shown in parentheses: United States, 4,999 tons (5,036 tons); Canada, 1,637 tons (1,527 tons); Irish Free State, 227 tons (74 tons); Holland, 194 tons (178 tons); and Belgium, 102 tons (101 tons).

## CANNED MEATS

There is a small trade in Canadian canned meats, but tinned meat of any kind is not popular. A large percentage of it is used for ship stores trade.

Imports of canned meat totalled 647 tons as compared with 778 tons in 1931. The United States was the principal source of supply with 442 tons as against 290 tons in the preceding year. Canada's share was 18 tons as against 17 tons in 1931.

## MAIZE, RICE, AND GRAIN OFFALS

The total imports of all classes of meal amounted in 1932 to 58,050 tons, nearly double the figure of 29,070 for the previous year. Shipments from Canada amounted to 1,033 tons of grain offal. There were no imports under this heading from the Dominion in 1931.

**ITALIAN WHEAT CROP, 1932**

Mr. A. B. Muddiman, Canadian Trade Commissioner in Milan, writes under date September 7, 1932, that the Italian wheat crop in 1932 is officially estimated at 72,000,000 quintals, which in view of the unfavourable climatic conditions prevailing during the season considerably exceeds expectations. It is believed, therefore, that the area sown for the 1932 crop must have been much larger than was reported.

Although the 1932 wheat production is higher than that of any previous year, the quality of the wheat is much poorer than that of last year's crop. While the 1931 crop gave a flour yield of 78-79 kilograms per 100 kilograms of wheat, the 1932 crop yield is only 74 kilograms per 100 kilograms, 5 per cent below that of last year.



SUMMARY OF THE TRADE OF CANADA: MONTH, FIVE MONTHS, AND TWELVE MONTHS ENDING AUGUST, 1932  
(Compiled by External Trade Branch, Dominion Bureau of Statistics)

Main Groups	Month of August, 1932				Five Months ending August, 1932				Twelve Months ending August, 1932			
	Total Imports	From United Kingdom	From United States	To United States	Total Imports	From United Kingdom	From United States	To United States	Total Imports	From United Kingdom	From United States	To United States
	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
<i>Imports for consumption</i>												
Agricultural and Vegetable Products.....	7,098,343	1,410,148	2,143,495	37,960,828	5,616,185	14,585,389	402,797,822	94,374,040	292,044,964	23,409,405	36,761,324	92,044,964
Animals and Animal Products.....	1,250,620	158,378	786,087	7,042,974	877,881	3,995,271	19,167,388	3,904,368	19,013,669	2,453,669	10,489,868	474,188,820
Fibres, Textiles and Textile Products.....	5,586,820	2,247,062	2,020,544	26,123,361	10,353,842	9,211,913	72,524,288	64,938,142	67,904,368	27,591,212	26,270,313	737,192,884
Wood, Wood Products and Paper.....	1,744,798	200,719	1,207,501	9,076,150	1,475,055	6,592,507	26,077,957	4,946,816	1,309,319	3,492,813	10,146,717	1,169,684
Iron and its Products.....	4,303,981	817,306	3,354,610	29,222,628	5,601,914	22,141,859	75,827,634	13,078,082	12,078,082	12,776,280	59,404,831	2,992,648
Non-Ferrous Metals and their Products.....	1,402,264	288,824	1,346,158	8,420,364	1,346,158	6,248,512	26,651,428	4,710,677	15,800,170	401,600	21,111,902	27,881,788
Non-Metallic Minerals and their Products.....	9,143,897	1,431,162	6,395,579	42,782,626	6,379,701	29,448,631	11,070,044	3,898,820	4,192,175	11,070,044	74,229,235	6,685,748
Chemicals and Allied Products.....	2,216,821	334,182	1,240,328	11,793,797	1,026,082	7,176,497	28,766,827	4,317,811	18,281,506	4,317,811	18,281,506	18,281,506
Miscellaneous Commodities.....	3,690,589	464,575	2,788,627	14,713,518	2,147,607	10,390,482	36,704,201	5,852,206	25,352,298	5,852,206	25,352,298	25,352,298
Total Imports, 1932.....	36,597,262	7,461,328	21,005,239	187,136,546	35,726,225	109,780,542	492,707,822	94,374,040	292,044,964	23,409,405	36,761,324	92,044,964
1931.....	47,308,076	8,670,697	27,480,161	272,842,628	47,723,064	169,419,353	752,507,457	132,004,982	474,188,820	32,004,982	47,188,820	1,114,307,827
1930.....	77,906,294	13,189,697	48,705,190	426,947,866	65,126,474	279,637,542	1,114,307,827	172,473,324	737,192,884	172,473,324	737,192,884	737,192,884
Total Exports	\$	To United Kingdom	To United States	Total Exports	To United Kingdom	To United States	Total Exports	To United Kingdom	To United States	Total Exports	To United Kingdom	To United States
15,684,014	8,966,305	181,798	73,650,051	34,574,194	1,580,147	193,451,057	93,985,726	7,059,126	19,013,669	32,904,368	19,013,669	
6,252,035	4,368,534	1,124,314	29,571,525	13,682,003	5,960,692	64,938,142	4,946,816	1,309,319	1,169,684	1,309,319	1,169,684	
11,320,951	1,426,941	8,095,989	55,416,308	5,419,737	43,735,692	183,004,903	13,078,082	2,992,648	12,078,082	12,776,280	59,404,831	
1,611,408	398,602	332,852	7,040,710	2,461,908	4,490,865	17,942,170	4,940,865	7,371,469	15,800,170	401,600	21,111,902	
3,422,296	1,360,001	897,574	17,942,170	4,940,865	3,705,675	2,238,458	10,676,026	3,898,820	4,192,175	11,070,044	74,229,235	
794,954	105,716	274,823	4,381,021	1,325,260	2,052,571	10,676,026	3,898,820	4,192,175	11,070,044	74,229,235	74,229,235	
925,057	285,026	477,963	4,785,943	1,527,203	2,273,671	11,401,044	2,870,384	6,413,457	105,728,361	292,044,964	292,044,964	
41,314,120	17,454,056	12,233,364	191,996,054	64,361,867	66,740,284	591,814,843	168,074,283	193,451,057	193,451,057	193,451,057	193,451,057	
48,763,652	14,884,459	21,279,809	246,525,513	69,781,309	106,198,597	683,802,469	196,474,543	292,638,251	292,638,251	292,638,251	292,638,251	
69,290,228	22,761,146	26,711,162	352,405,711	93,502,965	163,020,809	988,803,451	238,960,455	459,881,761	459,881,761	459,881,761	459,881,761	
<i>Exports (Foreign Produce)</i>												
541,002	51,158	423,216	3,294,525	440,087	2,528,800	9,687,369	1,035,673	7,696,894	1,035,673	7,696,894	7,696,894	
1,130,711	61,086	937,109	4,848,371	323,513	3,996,098	13,512,946	1,141,527	10,878,989	1,141,527	10,878,989	10,878,989	
1,322,538	77,938	1,131,762	8,620,806	622,791	7,379,798	21,998,145	1,410,264	18,994,624	1,410,264	18,994,624	18,994,624	
<i>Excess of Imports (i) or All Exports (e)</i>												
(e) 5,327,860	(i) 10,043,886	(i) 8,343,659	(e) 8,154,033	(e) 29,075,729	(i) 29,075,729	(i) 40,511,458	(e) 38,684,300	(e) 88,622,709	(e) 88,622,709	(e) 88,622,709	(e) 88,622,709	(e) 88,622,709
(e) 2,586,284	(i) 6,265,848	(i) 5,217,693	(i) 21,465,744	(e) 22,330,858	(i) 59,224,000	(i) 45,132,042	(e) 64,461,488	(i) 170,471,489	(i) 170,471,489	(i) 170,471,489	(i) 170,471,489	(i) 170,471,489
(e) 7,283,528	(i) 9,649,357	(i) 20,862,266	(i) 65,921,349	(e) 29,059,282	(i) 109,257,165	(i) 103,506,231	(e) 87,917,199	(i) 258,316,449	(i) 258,316,449	(i) 258,316,449	(i) 258,316,449	(i) 258,316,449

## CYPRUS: GEOGRAPHY, ECONOMIC CONDITIONS, AND TRADING OPPORTUNITIES

YVES LAMONTAGNE, CANADIA TRADE COMMISSIONER

### I

#### Geography, Climate, History, Population, and Government

Cairo, September 1, 1932.—The island colony of Cyprus, possessing as it does a general tariff on foreign goods and according preferential rates to products of the British Empire, offers special opportunities to Canadian exporters, only a few of which have been taken advantage of during recent years.

Canadian exports to this colony reached a maximum in 1928, with a total value of £60,989 (\$296,772), of which automobiles and parts represented nearly 80 per cent, rubber tires 7 per cent, machinery (chiefly windmills and parts) 9 per cent, and all other commodities less than 5 per cent. Total imports into the island during 1928 were valued at £1,850,338 (\$9,003,750).

But for the tendency on the part of Canadian exporters to look upon Cyprus as a small and negligible market, it should be possible to extend the range of products imported from the Dominion. The United States, though subject to the general tariff, exported £66,155 worth of goods to this colony in 1928, including automobiles, rubber tires, windmills, machinery, flour, cotton manufactures, hardware, agricultural implements, dressed and sole leather, fertilizers, medical goods, lubricating oil, gasolene, petroleum, canned goods, silk and woollen manufactures, raw tobacco, tools, typewriters, besides other miscellaneous goods.

#### GEOGRAPHY AND CLIMATE

The island of Cyprus is located at the eastern end of the Mediterranean, some 60 miles west of Syria, 40 miles south of the mainland of Turkey in Asia Minor, and approximately 250 miles north of Egypt. It is 140 miles long and 60 miles wide, its area being 3,584 square miles, or over 50 per cent greater than Prince Edward Island. Its population is nearly 350,000 (Prince Edward Island about 88,000).

Cyprus is featured by two distinct mountain ranges, one extending for a length of over 100 miles on the northern coast, with peaks reaching to 3,400 feet, and another in the south, more extensive and lofty, the highest point of which is Mount Troodos, 6,406 feet above sea-level, where the summer capital is situated. The centre of the island forms a large plain known as the Messaoria.

The climate is varied; in summer, hot and dry near sea-level, damp on the coast, cool on the hills. From October to March the general temperature is cool and the weather rainy; the mountain-tops are covered with snow in the winter months. The vegetation is both temperate and semi-tropical.

The area of cultivated land is approximately 1,228,000 acres, while uncultivated land occupies 1,160,000 acres. Of the latter, 416,000 acres are forest land, the remainder rocky waste.

#### POPULATION, RELIGION, AND LANGUAGES

Nicosia, the capital, situated in the Messaoria plain, has a population of 23,500; the next three largest towns are the ports of Limassol (15,000), Larnaca (11,700), and Famagusta (8,770). The 1931 census returned a total population of 347,959.

The great majority of the people of Cyprus follow agricultural pursuits, a small proportion only being engaged in mining and other industries.



The chief religion is the Greek Christian Orthodox, with 276,500 followers. There are also about 64,000 Mohammedans. The Christian Orthodox speak colloquial modern Greek, while Turkish is spoken by the Moslem inhabitants. English is the official language; it is taught in the schools and is increasingly understood and spoken. Turkish and modern Greek are recognized in the administration and in the courts.

#### HISTORY

Cyprus, rich in mythology and famed as the birthplace of Aphrodite, who rose from the sea at Paphos, first emerges from the mists of legend and conjecture in the fourteenth century B.C., when it was conquered by Thotmes III, of the eighteenth dynasty of Egypt, about B.C. 1450 or nearly 3,400 years ago. The island was at that time inhabited by Phœnician and early Greek colonies and paid tribute to Assyria. All these peoples fought throughout the ages for its possession.

The next positive reference we have is the conquest of Cyprus by the Egyptian king Amasis in the sixth century B.C., followed by the rule of the Persian Cambyses in B.C. 525, who also conquered Egypt.

After a series of struggles between the Greeks and the Persians on Cyprian soil, Cyprus assisted Alexander the Great in his conquest of Asia Minor in B.C. 333 by lending a powerful fleet of ships. On Alexander's death in B.C. 323 his Empire was divided between his successors, and Cyprus, because of its strategical importance and wealth, became an object of contention between them. For nearly two and a half centuries, with short periods of self-government, Cyprus remained under the sceptre of the Ptolemies of Egypt, who derived considerable revenue from its forests and its mining and agriculture products.

In 58 B.C. Cyprus was forcibly annexed by the Romans, and was assigned in A.D. 395 to Byzantium (Eastern Roman Empire), whose Emperors ruled through proconsuls until 1184, when it was proclaimed independent by a usurper. During this period of eight centuries the island was overrun on numerous occasions by the Arabs, in their conflict with Byzantium, one invasion being led by the Caliph Haroun al Raschid.

In 1191 Richard Cœur de Lion, bound on a crusade to the Holy Land, took possession of Cyprus, but this first possession of the island by Great Britain was destined to be brief, for Richard sold his conquest to the Knights Templar the following year, and the latter made it over to Guy de Lusignan, titular King of Jerusalem.

The next three hundred years of rule under the kings and queens of the French House of Lusignan have been chronicled as the most brilliant in the history of the island. The little kingdom displayed, during this mediæval period, a number of remarkable achievements in architecture, law, commerce, and other spheres of human activity. It was noted too for the wealth and luxury of its citizens.

From 1489 to 1571 the island was administered by Venice. This was almost altogether a military occupation, and during these eighty-two years trade languished, cultivation was neglected, and prosperity visibly declined.

In 1571 came the Turkish conquest, which lasted three centuries, and during the course of which the island remained in a neglected condition.

#### BRITISH ADMINISTRATION

In 1878, following a defensive agreement signed between Great Britain and Turkey, the former took over the administration of Cyprus, which nominally remained Ottoman territory and its inhabitants Turkish subjects.

The entry of Turkey into the Great War in 1914 automatically annulled the defensive agreement with Great Britain, and on November 5 of that year

the island was formally annexed to the British Crown. On the whole the war was beneficial to Cyprus, its timber and agricultural products being used to supply the needs of the allied armies, thus bringing considerable wealth to the islanders.

In 1925 letters patent conferred on Cyprus the status of a colony, under a Governor. There is an Executive Council of four officers nominated by the Governor, which is purely an advisory body. The Colonial Secretary has the general supervision of the executive, subject to the Governor's instructions.

There was also formed a Legislative Council consisting of fifteen elected and nine official members under the presidency of the Governor, the official members being nominated through the Secretary of State in London, the Colonial Secretary being an *ex-officio* member. Following riots of a political nature which broke out in Cyprus in 1931, the Legislative Council was abolished and power to legislate was granted to the Governor of the colony, as an emergency measure, pending consideration of the constitutional future of the island.

When the British took over the administration of Cyprus in 1878, they found a desolate country, the forests of which had been wantonly destroyed. Disorder and lawlessness prevailed everywhere; sanitation was neglected. The inhabitants were ignorant of any rudiments of practical agriculture, mining and other resources were undeveloped, the roads were mere tracks. In the island which had in classical times possessed a population which reached well over the million mark, there was then a poor, agricultural community of only 180,000 persons. Only the ruins of mediæval fortresses, monasteries, and cathedrals remained as vestiges of past prosperity.

The whole of the Turkish régime had been characterized by an indifference to the welfare and improvement of the island, the inhabitants of which were severely taxed. Out of an average revenue of £176,000, less than £30,000 was expended on the public services before the advent of the British administration fifty-four years ago.

Since, progress has been very marked. A network of good roads has been built, order has been established, education, agriculture, and sanitation have received careful attention, industry has been encouraged and trade has expanded. The total value of the foreign trade of Cyprus is now six times as great as it was at the close of the Turkish rule, exports being valued at £1,582,000 in the peak year of 1929. The standard of living has considerably advanced. Public revenue in 1931 amounted to £728,395 (of which customs provided £305,946 and excise £138,084), and expenditure £743,076.

Cyprus has not escaped the adverse influences of the world-wide business depression, and its export trade has been checked by low prices, high tariffs, and other restrictive import measures. Decreased imports have also impaired public and general revenue, and there has been a curtailment of public works and expenditure. There is, however, every reason to believe that the colony will speedily benefit from the expected revival in trade.

## TRADE OF BENGAL, 1931-32

R. T. YOUNG, CANADIAN TRADE COMMISSIONER

Calcutta, August 9, 1932.—Statistics covering the trade of Bengal through its main port, Calcutta, and a number of subordinate ports for the twelve-month period ended March 31, 1932, show that the total foreign trade, excluding treasure, amounted to Rs.1,006,340,291 as compared with Rs.1,404,085,807 in the previous corresponding period. Imports of merchandise on private and Government account were valued at Rs.354,851,129 as against Rs.529,422,458 in 1930-31. Imports of treasure—that is, gold and silver and currency notes on both Government and private account—amounted to Rs.12,275,682 and Rs.41,-



945,115 for the respective periods. Exports, including re-exports of foreign merchandise, for the same periods amounted to Rs.651,489,162 and Rs.874,663,349 respectively.

These figures disclose a fall in trade of Rs.397,745,516, due largely to economic depression. The value of both imports and exports of private merchandise was less than in any other year since 1903-04, and every commodity of importance shared in the general decline. While the proportion of exports to the United Kingdom increased slightly, the value was the lowest since 1909-10, but it is sixty-three years since the value of imports from the United Kingdom was as low as in 1931-32.

Cotton piece goods stands first in the list of imports, accounting for 15.46 per cent of the total imports of merchandise. Next in importance are oils (10.04 per cent), followed by machinery and millwork (9.19 per cent), sugar (5.59 per cent), and provisions and oilman's stores (2.56 per cent). On the export side, jute manufactures lead with 37.81 per cent of the total merchandise exported, followed by tea (18.54 per cent), raw jute (17.96 per cent), hides and skins raw (4.05 per cent), metals and ores (3.44 per cent), and grains, pulse, and flour (3.28 per cent).

In the period under review the United Kingdom furnished 38 per cent of the total imports (Rs.128,586,000) as compared with 42.45 per cent (Rs.211,672,000) in the previous period, while exports to the United Kingdom were 26.84 per cent (Rs.156,603,000) and 23.44 per cent (Rs.190,230,000) respectively. Canada's share of the total imports was only 0.13 per cent (Rs.429,000) in 1931-32 as against 0.57 per cent (Rs.2,825,000) in 1930-31, while exports to the Dominion were 2.35 per cent (Rs.13,697,000) and 1.96 per cent (Rs.15,941,000) respectively. The United States furnished 10.17 per cent (Rs.34,406,000) of the imports as against 9.26 per cent (Rs.46,152,000) in the previous twelve months, and took 18.74 per cent (Rs.109,316,000) of India's produce as against 20.36 per cent (Rs.165,239,000) in 1930-31.

#### IMPORTS BY COMMODITIES

The figures covering imports of motor vehicles show that the numbers imported cannot have sufficed to make up for the wastage of cars already in the country, and further illustrate the retrenchment which has been taking place in every line of business. At the same time the establishment of assembly plants in the country partly accounts for a decrease in imports which has most seriously affected Canadian trade. In the period under review 2,222 cars valued at Rs.4,561,000 were imported as compared with 4,178 cars valued at Rs.8,779,000 in the previous twelve months. Figures showing country of origin are not presently available.

Imports of drugs, medicines, and chemicals are principally from the United Kingdom, which contributed 49.2 per cent of the total import trade valued at Rs.16,275,000 as compared with Rs.16,678,000 in 1930-31. Germany occupied second place with 16.6 per cent.

The growing soap industries account for increased imports of caustic soda, which rose in value from Rs.860,000 to Rs.1,012,000, and of sodium carbonate, which went up from Rs.2,339,000 to Rs.3,487,000. The chief source of supply for caustic soda is the United Kingdom, which is credited with Rs.850,000, while Russia furnished sodium carbonate to the value of Rs.428,000. Imports of calcium carbide were valued at Rs.483,000 and Rs.583,000 in 1931-32 and 1930-31 respectively, Norway's share falling from Rs.367,000 to Rs.113,000, while that of Japan increased from Rs.34,000 to Rs.207,000.

Imports of machinery and millwork were valued at Rs.31,100,000 as against Rs.53,300,000 in the preceding year. Jute machinery, boilers, workshop, foundry and coal-mining machinery all showed considerable decreases, while imports of sugar machinery increased from Rs.1,250,000 to Rs.2,800,000, and imports of cotton machinery stood level at about Rs.1,500,000. The United Kingdom continued to be the largest supplier although losing some ground. Imports from this source amounted to 73 per cent of the total as against 78 per cent in the corresponding previous fiscal year.

Imports of metal and metal manufactures totalled 102,038 long tons (Rs.17,600,000) as against 188,742 long tons (Rs.34,049,000) in 1930-31. Metals and ores other than iron and steel were imported to the extent of 321,603 cwts. of 112 pounds (Rs.9,865,000) as compared with 38,767 cwts. (Rs.16,985,000) in the previous fiscal year. As Canada supplies considerable quantities of zinc spelter to this market, which is included under this heading, it is of interest to note that the imports of this material amounted to 157,889 cwts. (Rs.1,693,000) as compared with 154,440 cwts. (Rs.2,202,000) in the previous twelve-month period. Imports of aluminium, which come under this main heading, totalled 9,899 cwts. (Rs.851,000) as compared with 54,591 cwts. (Rs.4,472,000) in 1930-31. The countries of origin are not available.

Imports of paper of all descriptions—viz. packing, printing, writing, and old newspapers, together with other paper manufactures—amounted to 526,097 cwts. (Rs.6,289,000) for the twelve months ended March 31, 1932, as compared with 576,779 cwts. (Rs.7,913,000) for the previous twelve months. Pasteboard, millboard, and cardboard of all kinds accounted for 69,683 cwts (Rs.680,000) and 81,747 cwts. (Rs.806,000) in the respective fiscal years. Imports of pulpwood totalled 404,996 cwts. (Rs.3,271,000) as against 432,597 cwts. (Rs.3,997,000) in the previous twelve-month period.

Artificial silk piece goods, which have been supplied chiefly by Japan, Italy, and the United Kingdom, were imported to the extent of 10,798,863 yards (Rs.3,290,000) as against 8,321,913 yards (Rs.3,267,000) in 1930-31.

A general decline in imports under practically every heading has been recorded, the following being some of the more noteworthy decreases under those of minor importance: Imports of grain, pulse, and flour declined by Rs.5,020,000 from Rs.10,095,521 in 1930-31, chiefly due to reduced imports of wheat. This is all Australian soft wheat, bagged and imported at prices beyond Canadian competition. Imports of hardware fell by Rs.3,177,000 from Rs.11,393,423 in the preceding twelve months. While the decrease was general in all classes of hardware, the most noticeable reductions were in imports of metal lamps (Rs.650,000), enamelware (Rs.330,000), implements other than agricultural (Rs.560,000), and sundries (Rs.1,240,000). Imports of apparatus, instruments, etc., were less by Rs.5,720,000 than in the preceding year, when they amounted to Rs.19,568,518, the fall being almost entirely due to the reductions in imports of electrical apparatus. Provisions and oilman's stores, which in 1930-31 were imported to the value of Rs.11,303,380, dropped by Rs.2,650,000, due chiefly to reduced receipts of canned and bottled provisions of Rs.2,000,000 and condensed milk of Rs.280,000. Imports of tea chests, which amounted to Rs.3,288,024, showed a decline of Rs.1,030,000 from the previous year. Leather imports were Rs.1,035,840 in the period ended March, 1932, as against Rs.1,415,819 in the previous twelve months. Belting for machinery was valued at Rs.1,273,634 as against Rs.2,200,666; wood and timber, Rs.1,476,549 as against Rs.2,662,978. These items, which are considered of most interest to Canadian exporters, serve to show the unprecedented decrease in trade which took place in the twelve-month period under review as compared with that of the previous twelve months, which also showed a severe decline from that of 1929-30.



## POINTS FOR EXPORTERS TO PANAMA

J. A. STRONG, CANADIAN TRADE COMMISSIONER

Panama City, August 22, 1932.—The Republic of Panama is an independent state and comprises the narrow strip of land which connects North and South America. The Panama canal traverses the republic, and the Canal Zone, which extends five miles on either side of the canal, is under the jurisdiction of the United States Government.

### AREA AND POPULATION

The area of the republic is approximately 32,380 square miles, and the population nearly 450,000, of which 52,069 are white of Spanish descent, 85,970 negroes, mainly British of West Indian origin, 33,425 Indians, and 267,961 Mestizos—mixed Spanish, negro, and Indian. The official language is Spanish, although English is widely spoken and is generally understood in business circles.

### CLIMATE

The climate is tropical. The mean temperature is around 80 degrees with very slight variations throughout the year. There are but two seasons: the wet season, which extends from May to November, when the humidity is very great, and the dry season, extending from December to April.

### BANKS

The Royal Bank of Canada has branches in Colon and Panama City. Other foreign banks established in these centres are the Chase National Bank of New York and the National City Bank of New York.

### CURRENCY, WEIGHTS AND MEASURES

The monetary unit is the gold balboa with par value equivalent to the United States dollar; the medium of exchange is United States paper currency. All quotations should be in Canadian or American dollars. The metric system of weights and measures is used.

### CUSTOMS TARIFF

The customs tariff of Panama with a few exceptions is not designed to protect national industries but rather to raise revenue. There are three classifications in the tariff: (1) free of duty—seeds and plants, fuel oil, coal, live pedigreed animals for breeding purposes, samples of no commercial value, advertising matter for free distribution (when printing is completed in Panama), cinematograph films, and raw materials for soap manufacture; (2) commodities subject to specific duties: liquors, confectionery, tobaccos, rice, flour, potatoes, milk, cement, barbed wire, lumber, hats, shoes, perfumes; (3) commodities not referred to in (1) and (2) are subject to an ad valorem duty of 15 per cent. Specific duties are levied on the basis of gross weight; ad valorem duties are assessed on the current market price at point where sale is made, and all freight and other charges should be shown separately. This is an important point as otherwise ad valorem duties and consular fees are charged on the c.i.f. values. There are no surcharges on duties. There are no tariff preferences, merchandise from the United States, Europe, and elsewhere entering at the same rate.

### DOCUMENTATION

The following documents must be presented to a Consul of Panama for certification covering freight shipments: (1) six copies, consular invoice. The

fee for certification of the consular invoice is 2 per cent of its value with minimum charge of \$1. Authorized consular invoice forms must be used—50 cents per set. (2) Three copies of commercial invoice. There is no fee for certification. (3) Bills of lading, four copies. The fee for certification under \$100 value is \$1, and over \$100 value, \$3. All fees, except cost of block forms, are payable at destination by the importer. There are Consulates of Panama at Halifax, Montreal, Toronto, and Vancouver.

#### PARCEL POST SHIPMENTS

A consular invoice is not required for parcel post shipments, irrespective of value. All postal shipments are subject to the usual international regulations. The parcel post rate to Panama (see Postal Guide) is 20 cents per pound up to 10 pounds; 10 to 15 pounds, \$2.50; and 15 to 20 pounds, \$3. It should be noted that the rate to the Canal Zone is the same as to the United States. Frequently, with the consent of the importer, parcel post shipments for Panama can be consigned to the Canal Zone, thereby taking advantage of the lower rate.

#### COMMUNICATIONS

The two principal commercial centres in the republic, Panama City and Colon, are on the Panama canal and are consequently served by a large number of steamship lines from Europe and North and South America. There are regular and frequent air mail and passenger services connecting Panama with the north, east, and west coasts of South America.

#### DISTRIBUTING CENTRES

Panama City is situated at the Pacific entrance to the Panama canal and adjoins Balboa, the American city located in the Canal Zone. It is the capital of the republic and has a population of approximately 75,000. Merchandise consigned to Panama City is transferred from steamers at Balboa, where the docks are located, to the Panama railroad, which carries it to Panama City. The additional charge is \$1.80 per ton. On the other hand, where steamers with merchandise for Panama City from East Coast ports or Europe do not transit the canal, the goods are transferred at Cristobal, Canal Zone, to the Panama railroad, which carries the goods across the isthmus. Quotations should be c.i.f. Panama City.

Colon is situated at the Atlantic entrance to the canal and adjoins Cristobal (American) in the Canal Zone. The population is approximately 45,000. Merchandise consigned to Colon is taken direct from the docks at Cristobal, and the importer may take delivery direct from the docks. Quotations should be c.i.f. Cristobal. The dock facilities at the isthmus are under the control of the American authorities.

David, a city in the interior with a population of around 15,000, is a distributing centre for a limited area, but is of secondary importance. Bocos del Toro, a port on the Atlantic coast, was formerly important as the port of entry for supplies for the United Fruit Company. This organization has, however, practically abandoned its activities there.

The sanitary services in Colon and Panama are directly under the jurisdiction of the United States Government. These two cities are entirely free from yellow fever and other similar tropical diseases.

#### INDUSTRY AND COMMERCE

The industries of Panama are of minor importance. Agriculture has not been developed to any appreciable extent except cattle raising for domestic consumption, and total exports of all commodities, which are practically confined to



bananas, coconuts, hides, and coffee, do not exceed in a normal year \$3,000,000, whereas total imports are approximately \$18,000,000. The difference is accounted for by purchases of tourists and government employees in the Canal Zone and sales to ships transiting the canal.

The principal products manufactured are beer (supplies total consumption); boots and shoes (ladies' fine and workmen's shoes only); soap (laundry); furniture (all classes except bentwood); and spirits (rum, bourbon).

#### REPRESENTATION

Panama City and Colon, since they are ports of call for all the steamship lines plying between Europe and North (West Coast) and South (West Coast) America, the United States Intercoastal Service, as well as the principal air lines connecting North and South America, are probably visited by more travelling representatives of foreign firms than any other of the Central and South American republics. The local market is consequently a very competitive one, particularly as many foreign firms maintain their district offices in Panama. The publicity value in having goods introduced in Panama, however, should not be overlooked in view of the large number of transits and other transients.

The usual method of representation is through a local commission agent who covers both Panama City and Colon. Frequently, however, it is more advantageous, depending on the commodity, to appoint a distributor with exclusive selling rights.

#### CANAL ZONE

The Canal Zone is, as stated previously, a strip of land extending five miles on either side of the Panama canal, and is controlled by the United States Government. The requirements of the canal employees and dependants, approximately 30,000, are supplied by government commissaries, administered by the Panama Railroad Company, a government concern. The latter company also practically control the trade in ships' supplies and stores. Their buying offices are at Washington and 24 State Street, New York. Annual purchases of all commodities average approximately \$10,000,000. Certain requirements of the United States army in the Canal Zone are met by merchants in the Republic of Panama.

A system is in effect whereby the Panama Railroad Company will warehouse "for orders" at its piers and warehouses at Balboa and Cristobal, Canal Zone, non-perishable merchandise. Under this arrangement shippers may consign cargo to the isthmus, and consequently reconsign it to any port beyond the isthmus to which there is a through freight rate from port of origin, without sacrifice on freight rate.

### MARKET FOR EVAPORATED APPLES IN DENMARK

FREDERICK H. PALMER, CANADIAN TRADE COMMISSIONER

Oslo, August 27, 1932.—Denmark is an agricultural country, but development has taken place along certain definite lines, particular attention having been given to the dairy and bacon industries. The cultivation of large fruits such as apples or pears has not been assiduously followed, and the needs of the population for fruit generally are met by importation. For the calendar year 1931 imports of fresh and evaporated apples respectively into Denmark amounted to 20,258,100 kg. and 631,900 kg., as compared with 15,010,800 kg. and 505,900 kg. in 1930. The principal sources of supply of evaporated apples for these years were as follows, figures for 1930 being given in parentheses: United States, 594,300 kg. (460,700); Germany, 22,700 kg. (31,000); British North America, 8,800 kg. (10,800); Sweden, 3,400 kg. (nil); and Holland, 1,600 kg. (2,800).

Figures of the Dominion Bureau of Statistics show that Canada exported directly to Denmark during the fiscal year ending March 31, 1931, 37,373 kilos of evaporated apples as compared with 23,384 kilos in the preceding fiscal year.

#### MARKET

Like other northern markets, Denmark is partial to quality. The change in demand from Eastern American evaporated apples to evaporated apples from the Western States, in Norway and Sweden, is also taking place in Denmark. The proportion estimated as being received from New York has declined, it is variously estimated, to between 25 and 40 per cent. The remainder comes about 50 per cent from California, with apparently some demand for Oregon-Washington fruit.

From California and from Oregon-Washington the market requirements are for extra choice packs, while both choice and extra prime New York State evaporated apples are demanded. There is also a request for New York State prime. While there is a general feeling that the demand for quarters is increasing, for the moment the preference is still largely for rings, according to one importer to the extent of 95 per cent of all sales. As usual in these markets, the matter of colour is of first importance, and fruit offered must be as white as possible. Some of the "re-cleaned" evaporated apples of some Californian packers is being offered, but it is perhaps too soon yet to express an opinion as to whether or not the results secured by the "sulphur dusting" process will be universally appreciated.

#### PACKING

The usual form of packing is in small wooden boxes holding either 25 or 50 pounds. There is a tendency to press packers to develop 25- and 12½-kilo cases, for the convenience of continental consumers. Evaporated apples are apparently not being sold packed in cardboard cartons. As a general rule boxes are lined with parchment or greaseproof paper, but some packers merely place a sheet of paper over the top of the fruit. Each box is marked to indicate the quality of the contents, and the usual certificate of quality issued by each of the two larger western dry fruit associations, or by the Department of Agriculture officials who look after the dried fruit prepared in the Eastern States, is acceptable.

Estimates as to the proportion of imported evaporated apples being consumed by the bakers vary, but it is about equal to the quantity used in households. The better grades are demanded by both classes of consumers.

Orders are usually placed by the importers in August and September, but smaller orders are spread over the whole year. The bulk of the shipments are made during October, November, and January. This year there has been a deviation from this practice of placing orders in August due to delays occasioned by the Valutacentral—Foreign Exchange Control Board—designed to control and to limit imports of unnecessary goods, which is now examining applications of traders before granting permits to import, and as a result the usual August trade will be carried into September.

#### QUOTATIONS AND TERMS OF PAYMENT

As a result of these delays in canvassing for orders the prices at present obtaining in Denmark for evaporated apples cannot be said truly to represent the state of the market, or the conditions of supply or demand. As soon as the importers are advised as to the quantities they are permitted to import, prices will respond to the new conditions. The following prices are quoted:—

California choice rings . . . . .	\$6 85
California extra choice rings . . . . .	7 40
Oregon-Washington extra choice rings . . . . .	7 95
California choice quarters . . . . .	7 50
California extra choice quarters . . . . .	8 15
New York prime rings . . . . .	8 25



All the above prices are for 1932 new crop fruit, c.i.f. main Danish ports per 50 kilos, packed in boxes of 50 pounds.

As is customary in the foodstuff trades in Scandinavia, imports of evaporated apples are subject to cash against documents terms of payment on first presentation at a branch of a Danish bank. Some exporters grant three days' sight terms for cash. Apparently very little trade in evaporated apples has ever been done on letters of credit, and at present it is practically impossible to establish a letter of credit for such a purpose, in view of the control exercised by the National Bank.

Evaporated apples on importation into Denmark are liable to customs duties which are levied at the specific rate of 4 öre per kilo, 0.5 cents per pound. It is likely that this rate will shortly be increased. Provision is made for tare on importation, and at the preference of the importer the tare is either "actual" or calculated to be 16 per cent of the gross weight. Generally 16 per cent tare is employed.

Under existing conditions it will be practically impossible for new agents to secure permits to import evaporated apples, but the Canadian Trade Commissioner in Oslo, Norway, in whose territory Denmark is included, is in a position to secure representation for interested Canadian exporters of this product.

### FOREIGN EXCHANGE CONTROL IN DENMARK

Mr. Frederick H. Palmer, Canadian Trade Commissioner at Oslo, reports under date September 14, 1932, that the Danish Minister of Trade and Commerce has issued a regulation on August 27, 1932, whereby the obligation of Danish exporters to hand over all foreign exchange to the National Bank has been abolished. (See *Commercial Intelligence Journal* No. 1466 of March 5, 1932, page 342.) This regulation came into force on the same date on which it was issued.

### GOLD COVER OF THE NATIONAL BANK OF DENMARK

Mr. Frederick H. Palmer, Canadian Trade Commissioner at Oslo, writes under date August 25 to the effect that the gold cover of the note issue of the National Bank of Denmark has been fixed at 30 per cent of the value of the note issue. An Act of July 12, 1907, concerning the Royal Charter of the National Bank, fixed this gold cover at 50 per cent, but on October 13, 1931, an order in council was passed reducing the gold cover to 30 per cent, effective until July 31, 1932. By a recent order in council this period has been still further extended until July 31, 1933.

### FOREIGN TRADE OF SWITZERLAND IN 1931

R. P. BOWER, ASSISTANT TRADE COMMISSIONER

[NOTE.—1 Swiss franc equals \$0.193 Canadian at par; 1 metric ton equals 2,205 pounds]

Rotterdam, September 14, 1932.—The total trade of Switzerland for 1931, according to the statistics which have recently been published, shows a decline of almost 20 per cent in comparison with 1930. Imports fell from 2,664,202,000 francs to 2,251,204,000 francs and exports from 1,767,502,000 francs to 1,348,798,000 francs. Quantities were larger for imports and smaller for exports than in 1930, being 9,107,117 and 8,553,057 metric tons respectively for imports, and 696,605 and 918,698 metric tons for exports.

The visible balance of trade with Germany is invariably adverse to Switzerland. In 1931 the trade figures with Germany were 659,928,932 francs for

imports and 198,429,565 francs for exports, representing an unfavourable balance of some 461,000,000 francs. For 1930 the figures were 709,093,727 francs and 282,534,127 francs respectively. Thus a 7 per cent decrease in imports and a 29 per cent decrease in exports are indicated.

Total trade with France dropped from 634,962,000 francs in 1930 to 518,316,000 francs in 1931. Imports at 362,179,000 francs were down 89,700,000 francs, and exports at 156,137,000 francs were down by 26,946,000 francs. At these figures, France was second only to Germany in total trade with Switzerland.

#### TRADE WITH GREAT BRITAIN

Great Britain ranks third in the total trade with Switzerland in 1931. While the visible balance of trade with both Germany and France was decidedly adverse to Switzerland in 1931, that with the United Kingdom was distinctly favourable. Only 4 per cent of Swiss purchases, or 96,423,000 francs, came from Great Britain, while 17½ per cent (235,735,000 francs) of all Swiss exports were sent there. The figures for 1930 were 232,092,000 francs and 262,689,000 francs respectively.

The largest individual import from Great Britain during the year was cotton. Total value of cotton goods acquired from this source in 1931 was 21,586,390 francs compared with 27,913,183 francs in the previous year. Actually, the quantities remained fairly constant. In only one category—minerals, clay, pottery, glass, etc.—was an increase in imports from the United Kingdom registered. Chief among the imports during the year were the following: wool, miscellaneous metals other than iron, machines and vehicles, and chemicals.

The United Kingdom, while not buying as much from Switzerland as in 1930, was nevertheless the principal purchasing country in 1931.

Exports to Great Britain to show increases included hides and skins, leather and leather products, miscellaneous metals other than iron, and drugs, chemical products, and miscellaneous articles.

Declines were shown by each of the following: comestibles, cotton, silk, clothing, iron, machinery, and watches, clocks and movements.

Total trade with Italy in the year under review was valued at 274,318,000 francs, a decline of 30,881,000 francs as compared with the previous year. Declines were recorded in the value of imports of fruits and vegetables, beverages, machines, drugs, pharmaceutical supplies, chemicals, perfumes, and oils. Increases were registered by imports of elementary animal products; seeds, plants, vegetable animal feedstuff; and silk.

Principal exports were: elementary animal products, iron, machines and vehicles, watches, drugs, chemicals, and perfumes.

#### TRADE WITH THE UNITED STATES

The United States ranked fifth in the foreign trade of Switzerland in 1931. Total trade amounted to 255,735,000 francs, of which 163,557,000 francs represented the value of imports and 92,178,000 francs exports. These figures indicate declines of 41,250,000 francs and 51,998,000 francs respectively in comparison with 1930.

The following table shows the chief items imported from the United States in 1931 compared with the preceding year:—

	1930		1931	
	M. Tons	1,000 Fr.	M. Tons	1,000 Fr.
Cereals . . . . .	118,250	29,286	120,972	19,629
Other foods and beverages . . . . .	9,174	10,775	11,523	11,453
Cotton, flax, jute, hemp . . . . .	11,900	21,270	9,482	11,927
Metals . . . . .	10,901	20,725	11,623	15,163
Machines and vehicles . . . . .	8,768	41,113	9,155	38,811
Instruments and apparatus . . . . .	455	8,906	869	12,580
Drugs, chemicals, miscellaneous articles . . . . .	119,678	35,611	103,808	22,037
Tobacco . . . . .	3,610	11,868	3,487	11,259



Exports to the United States showed marked declines, miscellaneous comestibles and beverages falling from 8,613 metric tons valued at 29,606,000 francs in 1930 to 6,581 tons valued at 21,625,000 francs in 1931; hides and skins, leather and leather products, from 8,096,575 francs to 4,953,069 francs; cotton, flax, jute, etc., from 13,761,000 francs to 11,564,382 francs; silk, from 13,712,863 francs to 7,996,113 francs; heavy machinery, principally electrical, from 6,693,997 francs to 1,923,106 francs; and watches, clocks and movements, from 30,677,049 francs to 13,194,020 francs.

Details of Swiss trade with Canada were the subject of a report in *Commercial Intelligence Journal* No. 1476 (May 14, 1932), page 817.

Of the 53 countries listed in the Swiss statistics as trading with Switzerland in 1931, 17, or 32 per cent, increased their shipments to Switzerland. These included (percentage of increase in parentheses) Rumania (25), British Africa (151), Mexico (50), Peru (139), Ireland, and Norway. Only two countries increased their purchases from Switzerland—namely Turkey and Siam—and three countries—namely Russia, Bulgaria, and Bolivia—increased their total trade with Switzerland.

## SOUTH MANCHURIA RAILWAY COMPANY

PAUL SYKES, CANADIAN TRADE COMMISSIONER

Dairen, August 18, 1932.—The dominating influence in Manchuria's progress during the present century has been that of the South Manchuria Railway Company. Although primarily concerned with transportation, this organization controls and operates numerous other projects designed to assist in the development of the resources of this territory.

### DEVELOPMENT OF TRANSPORTATION FACILITIES

The railway property acquired from Russia by Japan was of comparatively little value. It included principally the Railway Zone, actually the right of way, a strip of land on each side of the lines, together with small areas in each principal city or town, also such railway material as was left within the zone limits. Rolling stock, however, had been removed, bridges destroyed, and wide-gauge tracks had been replaced by narrow-gauge lines. Following the reconstruction which was urgently required before regular traffic could commence, the main line has now been almost completely double-tracked, heavy rails have been substituted for ones less suited to fast and heavy traffic, and standard gauge adopted throughout. The line from Antung to Mukden, giving access to Korea and connecting with the Chosen Government railways, has been added to the system, while extensive additions to the company's rolling stock have also been made.

The company's tracks now cover a mileage of 690.8 as shown below:—

	Miles
Dairen-Changchun main line . . . . .	438.5
Antung-Mukden main line . . . . .	161.7
Port Arthur branch line from Choushuitzu . . . . .	31.6
Yingkou branch line from Tashihchiao . . . . .	13.9
Yentai colliery branch line . . . . .	9.7
Fushun branch line from Hunho . . . . .	35.4

Rolling stock in operation in 1930 comprised 422 locomotives, 467 passenger cars, and 7,838 freight cars. Practically all of this equipment is of modern and efficient design. The company found it necessary, in its early days, to import considerable quantities of rolling stock and other materials from foreign countries. It has since erected its own workshops, where locomotives and all types of passenger and freight cars are constructed and assembled.





17,452,000 yen respectively, freight and freight receipts from 3,920,000 tons and 11,640,000 yen to 20,462,000 tons and 101,090,000 yen, while total receipts grew from 15,670,000 yen to 122,104,000 yen during the same period. Profits from railway operation have been frequently expended on non-paying investments, particularly during recent years, but even so those for the year 1911 were 9,129,000 yen, while in 1930 they were shown as the large total of 74,890,000 yen.

Passenger traffic has expanded with the gradual development of the country and as result of substantial immigration. The heavy increase in freight carriage has been due to two main influences—the regular and heavy shipment of coal from the company's own mines at Fushun and the export trade in soya beans and various bean products, practically all of these shipments being carried over the company's main line to the port of Dairen.

#### DEVELOPMENT OF THE PORT OF DAIREN

Closely related to its activities as a transportation concern has been the development work undertaken by the South Manchuria Railway Company in providing modern harbour and wharf facilities at Dairen. The Russians, prior to the war of 1904-5, had planned to make Dairen the southern terminus of the Chinese Eastern railway and had expended large sums of money on dredging and construction of breakwaters, quays and piers. Much work remained to be done, however, and in succeeding years the railway company has prosecuted this vigorously until Dairen now boasts one of the finest harbours on the Pacific, with anchorage protected by breakwaters of some 800 acres, a length of berthing quays of 18,000 feet, and capacity for 350,000 tons of shipping at one time. Modern coaling equipment is available and heavy-capacity cranes, while extensive railway tracks permit of the expeditious handling and shifting of cargoes, and warehouses with a floor space of 400,000 square metres offer ample storage facilities. Excellent passenger handling facilities have also been provided. The cost of harbour construction and improvement is estimated to have exceeded 60,000,000 yen (\$25,000,000).

#### COAL MINING

Second only in importance to railway operations from an investment and revenue point of view is the company's interest in coal mining. Two mines are in operation, at Fushun and Yentai, both in the vicinity of Mukden. When the railway company took over operation, however, exploration and output were placed on a scientific and progressive basis, with the result that Manchuria now possesses, at Fushun, the largest open-cut mine in the world and exports annually a surplus, left from the company's own consumption and domestic sales, of several million tons. The principal markets to which these exports are destined are Japan, South China, and Korea.

At the Fushun coal mine there are also large reserves of oil shale, estimated in volume at over 5,000,000,000 tons and in quality to contain an average of 6 per cent of oil. The insistent Japanese demand for industrial oils indicated some years ago that these reserves would be of considerable future value and extensive experiments in distillation were commenced. The field and the reduction plants are not yet in full operation, but considerable quantities of crude paraffin are already being produced, these being shipped to Japan for conversion into refined paraffin and fuel oil.

Investments made in coal mines and equipment have amounted to some 120,000,000 yen.

## IRON WORKS

Extensive iron ore deposits are located at Anshan, a point on the South Manchuria Railway Company's main line between Dairen and Mukden. An agreement between the Japanese and Chinese Governments provided for the operation of the mines under a jointly-controlled company, the ore to be supplied to the South Manchuria Railway Company. The latter organization erected blast furnaces in 1917-18, and pig-iron production was begun early in the following year. On account of low market prices the enterprise showed considerable operating losses, resulting in the adoption of extensive plant alterations, including the addition of a larger furnace than had been originally constructed and the building of subsidiary establishments for the manufacture of ammonium sulphate, benzol, naphthaline, and other by-products. Combined with a drastic financial reorganization of this branch of the company's operations, the situation was considerably improved, and annual losses from 1919 to 1927 were converted into modest profits in following years.

## SHIPPING SERVICES

To complete its transportation scheme the company early decided that shipping services should be provided between Dairen and principal ports in China and Japan. Accordingly in 1908 a regular service was commenced between Dairen and Shanghai. This has gradually been extended, through the organization of the Dairen Steamship Company, to furnish connections also between Dairen and Kobe, Tsingtao, Tientsin, Antung, Newchwang, and Chefoo. The company now operates about fifty vessels, some of them chartered, between all these ports.

## HOTELS

Hotel facilities are also offered by the South Manchuria Railway Company to travellers through the southern parts of this territory. Modern accommodation is available in the company's own establishments at Dairen, Mukden, Port Arthur, and Changchun, while a summer hotel is also maintained at a seaside resort on the outskirts of Dairen.

## TOWN PLANNING AND CONSTRUCTION

The company having originally been charged by the Japanese Government with the administration of the Railway Zone, including the towns or parts of towns included therein, a vast amount of money and effort has been expended on town planning and construction. The larger cities of Dairen, Mukden, Port Arthur, Changchun, and Antung have been remodelled along modern lines largely under the company's supervision and with its financial assistance. Roads have been constructed, water supply systems provided, sewers built, and electric and gas plants established. A rough computation of the expenditure made by the South Manchuria Railway Company on town construction and improvement is 200,000,000 yen.

## OTHER ACTIVITIES

The numerous activities of the company include the operation of experimental farms and laboratories for agricultural research, an extensive institute and workshops for industrial experiment and study, a geological institute, an economic investigation bureau, and various others designed to give practical assistance and encouragement to the country's economic development. A system of hospitals and a health and sanitation service which has been of inestimable value has also been organized.



## ECONOMIC CONDITIONS IN CHILE

HARRIS W. BRIGHTON, ACTING TRADE COMMISSIONER

Buenos Aires, August 22, 1932.—It was due to the decline in her foreign trade that Chile was forced to suspend the service on its foreign debt and finally had to go off the gold standard. As loans were unobtainable, and Chile unable to sell or exchange her products payments were impossible. Exports and imports for the period January to March of the present year as compared with those of last year were as follows:—

Exports:		Chilean Pesos
January-March, 1931 . . . . .		317,800,000
January-March, 1932 . . . . .		142,000,000
Imports:		
January-March, 1931 . . . . .		309,000,000
January-March, 1932 . . . . .		73,900,000

The favourable trade balance due to restriction of imports in the first three months of 1932 was 63,000,000 pesos as compared with 8,800,000 in the first quarter of 1931. The payment capacity of the country depends on the export of nitrate, iodine, copper and iron, as other exports such as agricultural and other pastoral products serve only to compensate for imports.

There has not been sufficient time since the fall in exchange to estimate definitely just what effect this will have on exports; but as costs of production have decreased the competitive capacity of the country should increase. The foreign trade position is such that imports are insufficient to meet the most urgent needs of the country, and exports are inadequate to enable it to cancel its obligations abroad. Therefore one of the primary objects of government policy is monopoly by the State of the most important lines of foreign trade in order to ensure a supply of such prime materials and articles of first necessity as are indispensable for the maintenance of the economic activities of the nation.

Chile requires certain commodities but lacks the exchange, therefore in order to overcome this difficulty the Government has been steadily endeavouring of late to complete negotiations whereby nitrate and other Chilean products will be acceptable in exchange for petroleum, gasoline, machinery, wheat, sugar, tires, drugs and some other necessities. As prices are rising, a commission has been appointed for the purpose of regulating them.

The moratorium decree law in a general sense grants facilities whereby payments may be made in quotas and consequently an extension of the agreed upon periods.

### NITRATE

The formation of the *Compañía de Salitre de Chile*, "Cosach," the £115,000,000 combination of the nitrate industry that was expected to do so much either by arrangement, or, if necessary, in opposition to the British, German, and French synthetic nitrogen producers, has been meeting with strenuous opposition in Chile. Twenty years ago Chile supplied 75 per cent of the total volume of nitrogenous fertilizers of the world, but to-day only 15 per cent originates in this country, and at present it is estimated that world stocks of nitrate are equal to two years' consumption even with Chilean production greatly reduced. This industry has been subjected to wide fluctuations in years past, but when it is considered that in 1916 there were exported just under 3,000,000 tons, with 2½ million metric tons per annum about the average during recent years up until the present slump set in, it can be realized what effect this has on Chile. From a monthly average of 94,000 tons during 1931, production of nitrate is now down to 58,000 tons.

Attention is now being given to the possibility of making more use of the potash salts, chiefly in the form of potash sulphate, which exist in some parts of the country. The prevailing price offered abroad is considered sufficient to warrant refining this material for export. The few remaining independent producers have drawn up a new contract with the Government. This contract calls for a loan by the Government of 2,000,000 pesos to be devoted exclusively to exploitation, to cover the cost of preparation and commencing work. The loan is to be repaid by a minimum payment of 2 pesos per metric quintal at the time of exportation. Interest is payable at 3 per cent per annum, and the whole must be refunded in five years. Income tax on profits is fixed at 8 per cent, but 50 per cent of the profits go to the state as compensation for the privileges conceded. Only national coal is to be used and the State reserves the right to purchase the nitrate at a fixed price.

The reported agreement between Chilean nitrate producers and the synthetic industry has created a feeling of relief and brighter prospects for this industry in Chile.

#### INTERNAL TRADE

Wholesale prices for April rose 26.9 points. Cost of living also rose, but not to the same extent.

Industrial production and sales have increased, but manufacturers are facing difficulties of considerable magnitude as they must obtain a permit first in order to import raw materials; and secondly, they have to apply to the commission to purchase the foreign exchange, and this as a rule is not available, though preferential consideration is given to requests where raw materials are concerned—in fact such requests are practically the only ones granted. The natural consequence is that manufacturers are suffering from a lack of raw materials.

The boot and shoe industry is operating at about 50 per cent of normal. Furniture factories, knitting mills, and sugar refineries are operating intermittently. Paper plants and foundries are, however, fairly active. Agricultural prices have increased about 10 per cent, and this has caused the Government to remove some restrictions imposed on certain commodities.

Until the tide turns in Chile, the establishment of new agencies is decidedly remote. Reliable firms refuse to even consider a new line as only a few can be imported, and then only by consent of the commission, the net result of which is that, as they cannot see the time when sales may result, they refuse to take on a new line even to the extent of entering into correspondence.

#### GOVERNMENT ACTIVITIES

The Provisional President has taken energetic steps to meet the adverse conditions. Expenditures of 1,600,000 pesos have been provided monthly to take care of the unemployed who number about 300,000. Measures have been adopted to supply economic activities with credit at rates of interest limited to a maximum of 5 per cent with a credit of 4,000,000 pesos. The timber industry is employing 15,000 men, 12,000 have been sent to the alluvial gold deposits, and 4,000 workers are employed in the iron industries. Altogether 30,000 unemployed have been absorbed.

The Institute of Foreign Commerce has been created for the purpose of developing markets. The Ministry of Agriculture is endeavouring to revive agriculture on a large scale by subdivision of land and its intensive exploitation. There has been a tendency to place more ground under cultivation this year than in 1931. It is expected that there will be a shortage of wheat as last year's crop was not satisfactory, but nothing definite is available in this connection at present beyond inquiries by the Government as to the possibilities of bartering nitrate for wheat.



When it is considered that the national revenue for the first six months of 1929 was 580,000,000 pesos, while that for the corresponding period of this year was only 255,000,000 pesos, the financial position of the Government is apparent.

While the cost of living has been rising since Chile went off the gold standard and the peso dropped in value from 12 to 5 cents United States currency, the Government hopes that by co-ordination of production, distribution and transport, the control of prices and other means, to lower this again. Further development of the fisheries, heretofore neglected, can be counted on to supply a quantity of cheap food.

#### COPPER

Copper, an important item of export, has been heavily hit by the import duty of 4 cents per pound imposed by the United States effective June 22, 1932. During 1931 the monthly average production of copper in Chile was 18,000 tons approximately, and about one-third of this was marketed in the United States. April figures for production showed that only 7,247 tons were produced, and the output was not more than from 18 to 20 per cent of the capacity.

Chile therefore has to face one of two alternatives in regard to this commodity. Either production will have to be decreased still further, or an outlet found in Europe. The latter will be a difficult task especially as it is anticipated that Great Britain will agree at the Imperial Conference to impose an import tax on this metal from countries outside the Empire. On the other hand, with Chile offering copper to Europe, in all probability the price would drop to still lower levels and any temporary advantage gained would be lost.

#### UNEMPLOYMENT

Only from 4 to 5 per cent of those applying for employment can be placed. Wages to-day are only 50 per cent of what they were a year ago. Unemployment is the most pressing internal problem. With a view to combating this the Government is considering two projects. The first plan calls for an investment of 164,000,000 pesos in public works, agriculture and industries, and special attention will be given to placer gold mining. The second project involves the raising of 190,000,000 pesos, this to be allotted to various funds already established for the purpose of facilitating the development of exports. Mining will be assisted by an issue of treasury bills, and the others by granting greater facilities for discounts and rediscounts of promissory notes or other documents with the Central Bank.

#### EXCHANGE

Control of gold was created under a decree of June 25, 1932. The Mining Credit Bank is the only institution which may purchase gold from the mines and placers, the former for exportation and the latter for sale to the Central Bank. Payment will be at the exchange rate plus a premium to be fixed with the approval of the President of the Republic. The Central Bank will purchase bar gold and coined gold at the exchange rate of the day. Cover for payments of imports of prime materials and articles of first necessity can be obtained through the International Exchange Commission. Trade in gold-manufactured articles for personal use is reserved to such merchants as pay the relative licences, subject to such regulations as may be passed.

## BRITISH MERCHANDISE MARKS ACT

### WROUGHT HOLLOW-WARE

The Merchandise Marks Committee have recommended that an Order in Council should be made requiring imported goods of the following descriptions to bear an indication of origin at the time of importation as well as at the time of sale:—

Wrought hollow-ware of iron or steel of a description commonly used for domestic or agricultural purposes, whether self colour (plain), galvanized, tinned, japanned, painted, lacquered or varnished (but not including hollow-ware of tinplate, enamelled hollow-ware, or kegs and drums).

Hollow-ware imported as part of another article is recommended for exemption.

With regard to the method of marking to be adopted, the committee recommend that the indication of origin should be impressed or embossed either on the article itself or on a metal label soldered or riveted to each article. They do not think it desirable to prescribe a minimum size of lettering for the indication of origin, and prefer to rely on the wording of the Act, which requires all indications of origin to be shown conspicuously.

## TARIFF CHANGES AND CUSTOMS REGULATIONS

### Jamaica Package Tax

Artificial manure has been exempted, by Order in Council, from package tax on importation into Jamaica. The tax was formerly 1s. per package. (The full schedule of the Jamaica package tax rates was published in *Commercial Intelligence Journal* No. 1475, of May 7, 1932.)

### French Tariff on Certain Cereals Increased

The Canadian Minister in Paris has cabled that a French decree effective September 17, 1932, increased the duties on oats, rye, maize, and products thereof as follows:—

	Former Rates		New Rates	
	General Tariff	Minimum Tariff	General Tariff	Minimum Tariff
	Francs per 100 Kg. (220.4 Lbs.)		Francs per 100 Kg. (220.4 Lbs.)	
Oats . . . . .	60	30	80	40
Crushed oats containing more than 10% flour..	89	44½	118	50
Oat flour.. . . . .	100	50	133	66½
Rye.. . . . .	70	35	80	40
Rye flour.. . . . .	140	70	160	80
Maize.. . . . .	48	24	80	40
Crushed maize containing more than 10% flour..	76.80	38.40	128	64
Maize flour.. . . . .	86.40	43.20	144	72
Groats, semolina, pearled or hulled grain, flakes, grits and other similar products, (other than of wheat, spelt or meslin) . . . . .	80	40	160	80

Franc at present equals 4.34 cents Canadian.

Canada is subject to the general tariff rates in France. There is also a depreciated currency surtax of 11 per cent ad valorem on the foregoing products, except maize, when imported from Canada.



### French Import Restriction on Canned Salmon Removed

With reference to articles in *Commercial Intelligence Journals* Nos. 1467 (March 12, 1932), page 392, and 1480 (June 11, 1932), page 1024, regarding French quotas on preserved fish, Mr. Hercule Barré, Canadian Trade Commissioner in Paris, cables that, effective September 25, 1932, the quota restrictions on canned salmon of any origin imported into France have been removed. At the same time the minimum tariff on canned salmon has been increased from 75 francs per 100 kilograms (\$1.34 per 100 pounds at par) to 84 francs per 100 kilograms (\$1.50 per 100 pounds). The general tariff is 300 francs per 100 kilograms (\$5.35 per 100 pounds).

### Belgian Regulations Regarding Imports of Seeds, Plants, Fertilizers, and Feedstuffs

Referring to a report on the above subject, which appeared in *Commercial Intelligence Journal* No. 1477, dated May 21, 1932, page 879, Mr. Henri Turcot, Canadian Trade Commissioner in Brussels, advises under date September 13 that, according to a Royal Decree published in the *Moniteur Belge* (Official Gazette) of September 11, 1932, the date of application of the above regulations, which was originally fixed for October 20, 1932, has been postponed until further notice.

### Chinese Invoice Requirements

Mr. L. M. Cosgrave, Canadian Trade Commissioner, Shanghai, China, writes that the Chinese Government has issued instructions that on and after December 1, 1932, a certified copy of every commercial invoice must be supplied for retention by the Customs. Exporters should therefore furnish an extra copy of this invoice for this purpose. Freight, insurance, and all other charges should be shown on the commercial invoice. The showing of weights (net and gross), lengths, widths and other sizes on the invoice facilitates passing the goods through Customs. As previously advised (*Commercial Intelligence Journal* No. 1490, August 20, 1932), consular invoices are also required for all shipments of dutiable goods (except postal parcels) valued at or above 200 Chinese dollars.

### Ratio of Canadian Dollar to Mexican Peso during October, 1932

Writing under date September 21, 1932, Mr. H. Leslie Brown, Acting Trade Commissioner in Mexico City, advises that, for the collection by Mexican Consuls of 5 per cent of the invoice value of goods shipped to Mexico, the Mexican Department of Finance and Public Credit has decreed that during the month of October, 1932, the Canadian dollar shall be regarded as the equivalent of 2.6877 pesos.

### BRITISH TRADE COMMISSIONERS IN CANADA

Canadian importers and others desirous of obtaining information regarding the export trade of the United Kingdom and Canadian firms desirous of representing British manufacturers in Canada are invited to communicate with the undermentioned:—

The Senior British Trade Commissioner in Canada and Newfoundland, 1111 Beaver Hall Hill, Montreal, Que. Telegraphic address: "Britcom."

The British Trade Commissioner (for Ontario), 901-902 Bank of Hamilton Building, Toronto, Ont. Telegraphic address: "Toroncom."

The British Trade Commissioner (for Western Canada), 850 West Hastings Street, Vancouver. Telegraphic address: "Vancom."

The Officer-in-Charge (for Manitoba and Saskatchewan), British Trade Commissioner's Office, 703 Royal Bank Building, Winnipeg. Telegraphic address: "Wincom."

Canadian Trade Commissioners should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Second Phrase Code.

## FOREIGN EXCHANGE QUOTATIONS FOR WEEK ENDING SEPT. 26

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending September 26, 1932, with the official bank rate. Quotations for the week ending September 19, 1932, are also given for the sake of comparison:—

Country	Unit	Nominal Quotations in Montreal Week ending Sept. 19	Nominal Quotations in Montreal Week ending Sept. 26	Official Bank Rate
Austria . . . . .	Schilling	\$ .1565	\$ .1559	6
Belgium . . . . .	Belga	.1537	.1533	3½
Bulgaria . . . . .	Lev	.0079	.0079	8
Czechoslovakia . . . . .	Krone	.0328	.0327	5
Denmark . . . . .	Krone	.2002	.1983	4
Finland . . . . .	Markka	.0172	.0171	6½
France . . . . .	Franc	.0434	.0432	2½
Germany . . . . .	Reichsmark	.2641	.2631	4
Great Britain . . . . .	Pound	3.8536	3.8177	2
Greece . . . . .	Drachma	.0070	.0069	10
Holland . . . . .	Guilder	.4454	.4436	2½
Hungary . . . . .	Pengo	.1942	.1934	5
Italy . . . . .	Lira	.0569	.0566	5
Jugo-Slavia . . . . .	Dinar	.0195	.0190	7½
Norway . . . . .	Krone	.1943	.1928	4
Portugal . . . . .	Escudo	.0360	.0353	6½
Romania . . . . .	Leu	.0066	.0066	7
Spain . . . . .	Peseta	.0908	.0905	6½
Sweden . . . . .	Krona	.1980	.1961	3½
Switzerland . . . . .	Franc	.2139	.2131	2
United States . . . . .	Dollar	1.1093	1.1050	2½
Argentina . . . . .	Peso (Paper)	.2828	.2817	—
Brazil . . . . .	Milreis	.0832	.0828	—
Chile . . . . .	Peso	.0671	.0676	4½
Colombia . . . . .	Peso	1.0594	1.0552	5
Mexico . . . . .	Peso	—	.3453	6-7
Peru . . . . .	Sol	.2274	.2210	6
Venezuela . . . . .	Bolivar	.1589	.1602	—
Uruguay . . . . .	Peso	.5241	.5221	—
Cuba . . . . .	Peso	1.1085	1.1042	—
Hongkong . . . . .	Dollar	.2607	.2596	—
India . . . . .	Rupee	.2939	.2900	4
Japan . . . . .	Yen	.2690	.2668	4.38
Java . . . . .	Guilder	.4448	.4431	4½
Shanghai . . . . .	Tael	.3400	.3397	—
Siam . . . . .	Baht (Tical)	—	—	—
Straits Settlements . . . . .	Dollar	.4548	.4530	—
British Guiana . . . . .	Dollar	.8098	.8066	—
Jamaica . . . . .	Pound	3.9050	3.8675	—
Other British West Indies . . . . .	Dollar	.8098	.8066	—
Martinique . . . . .	Franc	.0434	.0433	—
Guadeloupe . . . . .	Franc	.0434	.0433	—
Australia . . . . .	Pound	3.0843	3.0556	—
Egypt . . . . .	Pound (100 piastres)	3.9524	3.9155	—



## TRADE OPPORTUNITIES ABROAD FOR CANADIAN PRODUCTS

The Trade Inquiries for Canadian products published below have been received since the publication of the last issue of the *Commercial Intelligence Journal*. Interested exporters may secure the names and addresses of the firms making these inquiries, together with further details regarding the commodities required, on application to the Director, Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa, or—

### Secretary, Board of Trade—

Saint John, N.B.,	Toronto, Ont.,	St. Boniface, Man.,
Halifax, N.S.,	Woodstock, Ont.,	Winnipeg, Man.,
Quebec, P.Q.,	St. Mary's, Ont.,	Vancouver, B.C.,
Montreal, P.Q.,	Portage la Prairie, Man.,	New Westminster, B.C.

### Secretary, Chamber of Commerce—

Sherbrooke, P.Q.,	Belleville, Ont.,	London, Ont.,
Kingston, Ont.,	Peterborough, Ont.,	Victoria, B.C.,
Oshawa, Ont.,	Hamilton, Ont.,	Prince Rupert, B.C.

Border Chamber of Commerce, Windsor, Ont.

Industrial Commissioner, Stratford, Ont.

La Chambre de Commerce, de Montréal, 25 St. James E., Montreal, P.Q.

### Secretary, Canadian Manufacturers' Association—

Toronto, Ont.,	Winnipeg, Man.,	Vancouver, B.C.,
Montreal, P.Q.,	Edmonton, Alta.,	Victoria, B.C.

The Maritime Provinces Trade Commissioner, 122 Federal Building, Toronto, Ont.

The Bureau of Provincial Information, Victoria, B.C.

**Canadian exporters should, for follow-up purposes, transmit a copy of any reply sent in response to a Trade Inquiry to the Trade Commissioner in the territory from which the inquiry emanated.**

### Foodstuffs

675. FLOUR.—Canadian millers are requested to write to a Guayaquil, Ecuador, firm with a view to agency arrangements.

676. CURED LABRADOR SALMON.—An Amsterdam firm seek the agency for cured Labrador salmon.

677. CANNED SALMON.—An Amsterdam firm seek the agency of a canned salmon packer.

678. HOG PRODUCTS.—A North of England firm wish to be put in touch with Western Canadian packers of hog products.

679. LARD.—A firm in Guayaquil, Ecuador, seek the agency of Canadian exporters of lard.

### Miscellaneous

680. HARDWARE.—A Glasgow firm wish to represent manufacturers of all lines of hardware goods.

681. ELECTRIC WATER TANKS AND HEATERS.—A Lima firm wish to purchase or act as agents for electric water tanks and heaters.

682. TINNED COPPER WIRE.—The Royal State Railways of Siam request quotations on 300 coils of tinned copper wire.

## PROPOSED SAILINGS FROM CANADIAN PORTS

*(The sailing dates are approximate and subject to change without notice)*

### From Montreal

*To Liverpool.*—Duchess of York, Oct. 7 and Nov. 4; Duchess of Richmond, Oct. 14 and Nov. 11; Duchess of Atholl, Oct. 21; Duchess of Bedford, Oct. 28—all Canadian Pacific; Laurentic, White Star Line, Oct. 15 and Nov. 12; Antonia, Cunard Line, Oct. 28.

*To London.*—Beaverburn, Oct. 7 and Nov. 11; Beaverdale, Oct. 14; Beaverbrae, Oct. 21; Beaverhill, Oct. 28; Beaverford, Nov. 4—all Canadian Pacific; Ascania, Oct. 7 and Nov. 4; Alaunia, Oct. 14 and Nov. 11; Aurania, Oct. 21; Ausonia, Oct. 28—all Cunard Line.

*To Southampton.*—Montrose, Oct. 27; Montcalm, Nov. 10—both Canadian Pacific.

*To Manchester.*—Manchester Citizen, Oct. 6 and Nov. 10; Manchester Producer, Oct. 13; Manchester Division, Oct. 20; Manchester Brigade, Oct. 27; Manchester Commerce, Nov. 3—all Manchester Line.

*To Avonmouth, Cardiff and Swansea.*—Nevisian, Oct. 8; Norwegian, Oct. 29—both Dominion Line; Kastalia, Oct. 19; Vardulia, Nov. 9—both Cunard-Donaldson Line.

To *Glasgow*.—Letitia, Oct. 7 and Nov. 4; Sulairia, Oct. 14 and Nov. 11; Athenia, Oct. 21; Airthria, Oct. 28—all Anchor-Donaldson Line.

To *Newcastle and Leith*.—Cairnesk, Oct. 7; Cairnglen, Oct. 21 (also calls at Dundee); Cairnross, Nov. 4—all Cairn-Thomson Line.

To *Hull*.—Cairndhu, Oct. 14; Cairngowan, Nov. 11—both Cairn-Thomson Line.

To *Belfast*.—Torr Head, Oct. 7; Fanad Head, Oct. 22—both Head Line (cargo accepted for Londonderry).

To *Dublin*.—Dunaff Head, Oct. 12; Carrigan Head, Oct. 22—both Head Line (cargo accepted for Cork).

To *Antwerp*.—Beaverburn, Oct. 7; Beavercdale, Oct. 14; Beaverbrae, Oct. 21; Beaverford, Nov. 4; Montcalm, Nov. 11—all Canadian Pacific; Lista, Oct. 11; Hada County, Oct. 31; Brant County, Nov. 11—all County Line (also call at Havre).

To *Hamburg*.—Montrose, Oct. 27; Beaverburn, Nov. 11—both Canadian Pacific; Goslar, Hamburg American-North German Lloyd Line, Oct. 20 (calls at Bremen).

To *South France and Italian Ports*.—Giorgio Ohlsen, Oct. 5; Valleluce, Oct. 20; Valprato, Oct. 30; Valcerusa, Nov. 5; Valrossa, Nov. 12—all Lloyd Mediterraneo Italian Service.

To *Norwegian Ports*.—Idefjord, October; Kristianiafjord, October; Tanafjord, October—all North American Line.

To *Scandinavian and Baltic Ports*.—Korsholm, Oct. 13; Braeholm, Oct. 28; Ragnhildsholm, Nov. 5—all Swedish-America-Mexico Line; a steamer, Scandinavian-American Line, Oct. 16 (does not call at Gothenburg).

To *St. John's, Nfld., and St. Pierre-Miquelon*.—Silvia, Furness-Red Cross Line, Oct. 8 and 22; Belle Isle, Newfoundland-Canada SS., Oct. 13 and 27 and Nov. 10.

To *Cornerbrook, Nfld.*—New Northland, Oct. 5 and 19 and Nov. 2; North Voyageur, Oct. 10 and 24—both Clarke SS. Co.

To *Hamilton (Bermuda), Puerto Rico, St. Kitts, Antigua, St. Lucia, Guadeloupe, Martinique, Barbados, St. Vincent, Grenada, Trinidad and Demerara*.—Chomedy, Oct. 7; Colborne, Oct. 21; Cornwallis, Nov. 4—all Canadian National.

To *Hamilton (Bermuda), Nassau (Bahamas), Kingston (Jamaica), and Belize (British Honduras)*.—Lady Rodney, Oct. 6 and Nov. 3; Cavalier (does not call at Hamilton or Nassau), Oct. 14 and Nov. 11; Lady Somers, Oct. 20; Cathcart (calls at St. Georges but not at Hamilton or Nassau), Oct. 28—all Canadian National.

To *Bermuda, St. Kitts, Antigua, Guadeloupe, Dominica, Martinique, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo*.—Marie Horn, Oct. 10; Lorentz W. Hansen, Oct. 25; a steamer, Nov. 9—all Ocean Dominion SS. Corp.

To *Tampico and Vera Cruz*.—A steamer, Canadian National, weekly.

To *Montevideo and Buenos Aires*.—A steamer, Canadian South American Line, Oct. 15.

To *Colombia, Ecuador, Peru and Chile*.—A steamer, Canadian National, monthly.

To *Auckland, Wellington, Lyttelton, Dunedin, Brisbane, Sydney and Melbourne*.—Canadian Highlander, Canadian National, Oct. 28.

To *West and South African Ports*.—Calgary, Elder Dempster & Co., Ltd., Oct. 25.

### From Halifax

To *Liverpool*.—Baltic, Oct. 3 and 30; Ninian, Oct. 26—both White Star Line; Manchester Exporter, Oct. 8; Manchester Merchant, Oct. 29—both Manchester Line; Nova Scotia, Oct. 18; Newfoundland, Nov. 8—both Furness Line.

To *London*.—London Exchange, Oct. 11; London Citizen, Oct. 24; London Corporation, Nov. 7—all Furness Line.

To *London, Havre and Antwerp*.—Minnewaska, Red Star Line, Oct. 16.

To *Manchester*.—Manchester Exporter, Manchester Line, Oct. 9; Ninian, White Star Line, Oct. 26.

To *Antwerp*.—Pennland, Oct. 9 and Nov. 6; Westernland, Oct. 23—both Red Star Line.

To *Gothenburg*.—Gripsholm, Oct. 6 and Nov. 5; Kungsholm, Oct. 15; Drottningholm, Oct. 27—all Swedish-American Line.

To *St. John's, Nfld., and St. Pierre-Miquelon*.—Dominica, Furness-Red Cross Line, Oct. 4 and 18; Magnhild, Newfoundland-Canada SS., Oct. 6 and 20 and Nov. 3 (also calls at Carbonear and Port Union, Nfld.); Nova Scotia, Oct. 18; Newfoundland, Nov. 8—both Furness Line (do not call at St. Pierre).

To *Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara*.—Lady Drake, Oct. 4 and Nov. 15; Lady Nelson, Oct. 18; Lady Hawks, Nov. 1—all Canadian National.

To *Santiago (Cuba) and Kingston (Jamaica)*.—Andalusia, Oct. 12 and Nov. 9 (calls at Montego Bay and other Jamaican outports); Calabria, Oct. 26—both Pickford & Black, Ltd.

To *Bermuda, St. Kitts, Antigua, Guadeloupe, St. Lucia, Dominica, Martinique, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo*.—Marie Horn, Oct. 15; Lorentz W. Hansen, Oct. 30; a steamer, Nov. 14—all Ocean Dominion SS. Corp.



To *Hamilton (Bermuda), Nassau (Bahamas), Kingston (Jamaica), and Belize (British Honduras)*.—Cathcart (calls at St. Georges, Bermuda, but not at Hamilton or Nassau), Oct. 3 and 31; Cavelier (does not call at Hamilton or Nassau), Oct. 17 and Nov. 14—both Canadian National.

To *Hamilton (Bermuda), Puerto Rico, St. Kitts, Antigua, St. Lucia, Guadeloupe, Martinique, Barbados, St. Vincent, Grenada, Trinidad and Demerara*.—Chomedy, Oct. 11; Colborne, Oct. 25; Cornwallis, Nov. 8—all Canadian National.

### From Saint John

To *Alexandria, Port Said, Suez, Aden, Karachi, Bombay, Colombo, Madras, Rangoon and Calcutta*.—Springbank, Oct. 12; City of Kimberley, Oct. 29—both American and Indian SS. (cargo accepted for other Eastern ports, also for British East African ports).

To *Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara*.—Lady Nelson, Oct. 10; Lady Hawkins, Oct. 24; Lady Drake, Nov. 7—all Canadian National.

To *Kingston (Jamaica)*.—San Benito, Oct. 15; San Blas, Oct. 27—both United Fruit Line.

### From Quebec

To *Southampton*.—Empress of Britain, Canadian Pacific, Oct. 15.

### From New Westminster

To *London, Liverpool and Glasgow*.—Gregalia, Oct. 12; Cortona, Oct. 30; Modavia, Nov. 16—all Balfour Guthrie & Co.

To *London, Hamburg, Copenhagen and Gothenburg*.—Royal Star, American Mail Line, Oct. 4.

To *United Kingdom Ports*.—Bencleuch, Anglo-Canadian Shipping Co., Oct. 10; Tacoma City, T. A. Lee & Holway, Oct. 15; Viking Star, American Mail Line, Oct. 20; Tactician, B. W. Greer & Son, Oct. 25.

To *Japanese Ports*.—Wales Maru, Yamashita Shipping Co., Oct. 10.

To *Shanghai*.—Selandia, B. L. Johnson Walton Co., Oct. 25.

To *South American Ports*.—Cuzco, C. Gardner Johnson Co., Oct. 10.

### From Vancouver

To *Yokohama, Kobe, Shanghai, and Hongkong*.—Hiye Maru, Oct. 6; Heian Maru, Oct. 20—both Nippon Yusen Kaisha (also call Osaka); Ixion, Oct. 8 (also calls at Miiki); Tantalus, Oct. 30—both Blue Funnel Line; Seattle, Tacoma Oriental SS. (calls Tsingtao, Dairen, Taku Bar and Oturu but not at Hongkong), Oct. 20.

To *Yokohama, Kobe, Shanghai, Hongkong and Manila*.—Empress of Asia (calls Nagasaki), Oct. 8; Empress of Canada (calls Honolulu), Oct. 22; Empress of Russia (calls Nagasaki), Nov. 5—all Canadian Pacific; Olympia, Oct. 8; Grays Harbour, Nov. 8—both Tacoma Oriental SS. (call Osaka, Iloilo, Cebu and Legaspi but not at Shanghai).

To *Yokohama and Osaka*.—Koryu Maru, Empire Shipping Co., Ltd., Oct. 15.

To *Honolulu, Suva, Auckland and Sydney*.—Niagara, Oct. 12; Aorangi, Nov. 9—both Canadian-Australasian Line, Ltd.

To *Sourabaya, Samarang, Batavia, Singapore, Belawan Deli, Penang, Rangoon and Calcutta*.—Silverhazel, Oct. 16; Saparoca, Nov. 16—both Silver-Java-Pacific Line (also call Kobe, Manila and Iloilo).

To *Auckland, Wellington, Melbourne and Sydney*.—Golden Coast, Oceanic and Oriental Navigation Co. (also calls Lyttelton and Dunedin), Oct. 17; Wairuna, Canadian-Australasian Line, Nov. 1 (also calls New Plymouth, Lyttelton and Dunedin).

To *Brisbane, Sydney, Newcastle, Melbourne and Adelaide*.—Tolken, Empire Shipping Co., Nov. 2.

To *Liverpool, London, Southampton and Rotterdam*.—Drecht dyk, Oct. 8; Loch Goil, Oct. 22; Nebraska, Nov. 5—all Royal Mail Lines, Ltd.

To *London, Hull, Bergen and Oslo*.—Abraham Lincoln, Oct. 7; Granville, Oct. 27—both Fred Olsen Line.

To *Marseilles, Genoa, Leghorn, Naples, Venice and Trieste*.—Rialto, Oct. 18; California, Nov. 12—both Empire Shipping Co., Ltd.

To *Havre, Dunkirk, Bordeaux and Antwerp*.—San Antonio, Oct. 5; Wisconsin, Oct. 20; Winnipeg, Oct. 31—all Empire Shipping Co., Ltd.

To *Scandinavian Ports*.—Margaret Johnson, Oct. 6; Canada, Oct. 20; Buenos Aires, Nov. 18—all Johnson Line.

To *Port of Spain (Trinidad) and Bridgetown (Barbados)*.—A steamer, Canadian Transport Co., Ltd., October.

To *Montevideo and Buenos Aires*.—Leikanger, Oct. 9; Hovanger, Nov. 10—both Westfal-Larsen Co. (cargo accepted for Pernambuco, Bahia, Rosario, Santa Fé and other ports).

# COMMERCIAL INTELLIGENCE SERVICE

## CANADIAN GOVERNMENT TRADE COMMISSIONERS

### Argentine Republic

ACTING TRADE COMMISSIONER, B. Mitre 430, Buenos Aires (1). (Territory includes Chile and Uruguay.) *Cable address, Canadian.*

### Australia

D. H. ROSS. Address for letters—Box 196C, G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable address, Canadian.*  
*Commercial Agent:* B. MILLIN, The Royal Exchange, Sydney, N.S.W.

### Belgium

HENRI TURCOT, 98 Boulevard Adolphe Max, Brussels. *Cable address, Canadian.*

### Brazil

A. S. BLEAKNEY. Address for letters—Caixa Postal 2164, Rio de Janeiro. Office—Ed. Da "A. Noite," Sala 802, Praca Maua. *Cable address, Canadian.*

### British West Indies

*Trinidad:* ACTING TRADE COMMISSIONER. Address for letters—P.O. Box 125, Port of Spain. Office—Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, and British Guiana.) *Cable address, Canadian.*

*Jamaica:* F. W. FRASER, P.O. Box 225. Office—Canadian Bank of Commerce Chambers, Kingston. (Territory covers Jamaica, Hayti, the Bahamas, and British Honduras.) *Cable address, Canadian.*

### China

L. M. COSGRAVE. Address for letters—P.O. Box 264, Shanghai. Office—Daily News Building, 17 The Bund, Shanghai. *Cable address, Canadian.*

PAUL SYKES. Address for letters—P.O. Box 160, Dairen, Manchuria. Office—Cornabe Building, 1 Higashi-Koen-Cho, Dairen, Manchuria. (Territory covers Manchuria.) *Cable address, Canadian.*

### Cuba

E. L. McCOLL. Address for letters—Apartado 1945, Havana. Office address—Royal Bank of Canada Building, Calle Aguiar 75, Havana. (Territory includes San Domingo and Puerto Rico.) *Cable address, Canadian.*

### Egypt

YVES LAMONTAGNE. Address for letters—P.O. Box 1770, Cairo. Office—22 Shari Kasr el Nil, Cairo. (Territory includes the Sudan, Palestine, Cyprus, Iraq, Syria, and Persia.) *Cable address, Canadian.*

### France

HERCULE BARRÉ, 3 rue Scribe, Paris (9). (Territory includes French Colonies in North Africa.) *Cable address, Cancomac.*

### Germany

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### Greece

ACTING TRADE COMMISSIONER, 1 Corai Street, Athens. (Territory includes Turkey.) *Cable address, Canadian.*

### Hongkong

V. E. DUCLOS. Address for letters—P.O. Box 80, Hongkong. Office—Gloucester Building, Hongkong. (Territory includes South China, the Philippines, British North Borneo, and Indo-China.) *Cable address, Canadian.*

### India and Ceylon

R. T. YOUNG. Address for letters—P.O. Box 2003, Calcutta. Office—8 Esplanade Mansions, Government Place East, Calcutta. *Cable address, Canadian.*

### Irish Free State and Northern Ireland

J. H. ENGLISH, 66 Upper O'Connell Street, Dublin, Irish Free State (*cable address, Canadian*); and 44 Ann Street, Belfast, Northern Ireland (*cable address, Adanac*).



576 CANADIAN GOVERNMENT TRADE COMMISSIONERS—*Con.*

**Italy**

A. B. MUDDIMAN, Via Manzoni Nr. 5, Milan (102). (Territory includes Spain, Portugal, Gibraltar, Canary Islands, Malta, Italian Colonies in Africa, Albania, and Jugoslavia.) *Cable address, Canadian.*

**Japan**

*Tokyo:* J. A. LANGLEY, Commercial Secretary; RICHARD GREW, Trade Commissioner. Address for letters—P.O. Box F101, Tokyo Central. Office—Imperial Life Assurance Building, Marunouchi, Tokyo. *Cable address, Canadian.*

*Kobe:* ACTING TRADE COMMISSIONER. Address for letters—P.O. Box 230, Kobe. Office—Chamber of Commerce Building, Kobe. *Cable address, Canadian.*

**Mexico**

ACTING TRADE COMMISSIONER. Address for letters—Apartado Num. 126-bis, Mexico City. Office—Edificio Banco de Londres y Mexico, Num. 30, Mexico City. (Territory includes Central American Republics.) *Cable address, Cancoma.*

**Netherlands**

J. C. MACGILLIVRAY, Beursplein 26B, Rotterdam. (Territory includes the Rhine Valley and Switzerland.) *Cable address, Canadian.*

**Netherlands East Indies**

G. R. HEASMAN. Address for letters—P.O. Box 84, Batavia, Java. Office—Chartered Bank Building, Melacca St., Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, and Siam.) *Cable address, Canadian.*

**New Zealand**

C. M. CROFT. Address for letters—P.O. Box 33, Auckland. Office—Yorkshire House, Shortland Street, Auckland. (Territory includes Fiji and Western Samoa.) *Cable address, Canadian.*

**Norway**

F. H. PALMER, Jernbanetorget 4, Oslo. (Territory includes Scandinavian countries and Finland.) *Cable address, Canadian.*

**Panama**

J. A. STRONG. Address for letters—P.O. Box 222, Panama City. Office—Royal Bank of Canada Building, Santa Ana Plaza, Panama City. (Territory includes Venezuela and Colombia.) *Cable address, Canadian.*

**Peru**

C. S. BISSETT. Address for letters—Casilla 1212, Lima. Office—Calle Coca, 478, Lima. (Territory includes Bolivia and Ecuador.) *Cable address, Canadian.*

**South Africa**

G. R. STEVENS. Address for letters—P.O. Box 683, Cape Town. Office—Cleghorn & Harris Building, Adderley Street, Cape Town. (Territory includes Southwest Africa, the Rhodesias, Nyasaland, Tanganyika Territory, and Kenya Colony.) *Cable address, Cantracom.*

**United Kingdom**

*London:* HARRISON WATSON, Canada House, Trafalgar Square, S.W.1. (Territory covers Home Counties, Southeastern Counties, and East Anglia.) *Cable address, Sleighing, London.*

*London:* J. FORSYTH SMITH, Fruit Trade Commissioner, Walter House, Bedford Street, Strand, W.C.2. *Cable address, Canfrucum.* (Territory—for fresh fruit only—covers United Kingdom, Norway, Denmark, Sweden, France, Holland, Belgium, Germany, and Spain.)

*London:* W. A. WILSON, Animal Products Trade Commissioner, Canada House, Trafalgar Square, S.W.1. *Cable address, Agrilson.*

*Liverpool:* H. R. POUSSETTE, Century Bldgs., 31 North John Street. (Territory covers North of England, Lincolnshire, North Midlands, and North Wales.) *Cable address, Canadian.*

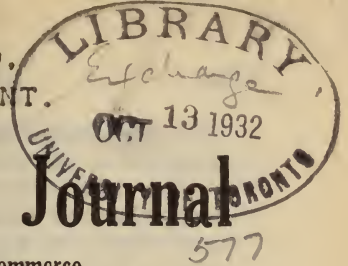
*Bristol:* DOUGLAS S. COLE, Northcliffe House, Colston Avenue. (Territory covers West of England, South Wales, and South Midlands.) *Cable address, Canadian.*

*Glasgow:* GORDON B. JOHNSON, 200 St. Vincent Street. *Cable address, Cantracom.*

**United States**

*New York City:* FREDERIC HUDD, 25 Broadway. (Territory includes Bermuda.) *Cable address, Cantracom.*

**Note.**—Bentley's Second Phrase Code is used by Canadian Trade Commissioners



# Commercial Intelligence Journal

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Deputy Minister: James G. Parmelee

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## TABLE OF CONTENTS

	Page		Page
Mr. Croft's Itinerary . . . . .	577	Revision of Seed Potato Regulations in Cuba . . . . .	597
United Kingdom Market for Pencil Slats . . . . .	577	Canada's Trade with Ecuador in 1930	598
Market in Scotland for Red Clover Seed . . . . .	579	Regulations Governing the Marking and Packing of Food Products in Argentina . . . . .	599
Points for Exporters to Jamaica . . . . .	580	Shipments to Manchuria . . . . .	599
Ice Cream Production in Australia . . . . .	583	Norwegian Market for Evaporated Apples . . . . .	600
Cyprus: Its Natural Resources and Industries . . . . .	585	Tenders Invited: Australia and New Zealand . . . . .	601
Subsidy to Japanese Steamship Companies . . . . .	590	Tariff Changes, etc. . . . .	601
Hongkong Market for Used Automobile Tires . . . . .	591	British Merchandise Marks Act . . . . .	603
Manchuria's Manufacturing Industries . . . . .	592	Foreign Exchange Quotations . . . . .	603
Market for Flour, Fish and Other Foodstuffs in Panama . . . . .	594	Trade Inquiries . . . . .	604
		Proposed Sailings . . . . .	604
		Commercial Intelligence Service . . . . .	607

### MR. CROFT'S ITINERARY IN CANADA

Mr. C. M. Croft, Canadian Trade Commissioner in Auckland, is at present on tour in the interests of Canadian trade with New Zealand. His itinerary is as follows:—

Halifax . . . . .	Oct. 10 and 11	Quebec . . . . .	Oct. 17
St. John . . . . .	Oct. 13 and 14	Montreal . . . . .	Oct. 18 to 20

Canadian firms desirous of being brought into touch with Mr. Croft are requested to communicate with the Boards of Trade in these cities.

### UNITED KINGDOM MARKET FOR PENCIL SLATS

G. A. NEWMAN, ASSISTANT TRADE COMMISSIONER

London, September 12, 1932.—There are eight pencil manufacturers in the United Kingdom, the majority of whom are located quite close to London. Two of these firms are branches of United States factories, and a third is controlled by interests which supply pencil slats from Kenya Colony. With the exception probably of the last-mentioned firm, all these companies are interested in trying out new woods for the manufacture of pencils.

Up to the present, the main supply of pencil slats has been obtained from the United States, and the only Empire source of supply has been from Kenya



Colony, British East Africa. The woods imported from the United States have consisted of rail cedar and log cedar from Florida, Virginia, and Kentucky, and incense cedar from California. Of these, rail cedar (*Juniperus Virginiana*) is easily the most suitable wood for making pencils. It is absolutely dead, having been logged in many cases more than a hundred years ago and utilized in making fences. It is now bought up and converted into pencil slats. The wood is soft and cuts smoothly and easily, has a very straight grain, and is used in making only the best pencils. The supply of this wood is, however, now practically exhausted, the more important pencil firms having bought up huge quantities some years ago for future delivery which will extend over a number of years to come.

Log cedar (*Juniperus Virginiana*), recently logged, is not so soft as rail cedar, not so well seasoned, and therefore has a tendency to warp. It is considerably cheaper than rail cedar and is used in making either first- or second-grade pencils.

Incense cedar (*Lebrocedrus Decurrens*), which is used in far larger quantities than either of the other two woods—supplying, it is estimated, about 70 per cent of the pencil slat requirements of this country—is specially treated and stained. It is a particularly soft wood, and is used by many firms in the manufacture of the cheapest-grade pencils. It is regarded by one firm, however, as suitable for the manufacture of the best pencils. This wood is offered at prices lower than those asked for either of the other two types.

Rail cedar is divided into first- and second-class woods; log cedar into first-, second- and third-class; incense cedar has one class only. Prices vary according to classification.

According to one estimate, rail and log cedar slats come forward in the following plies (i.e. the number of pencils which can be cut out of the various widths; thus a pair of 2-ply slats makes two pencils, etc.): 30 per cent 6-ply; 19 per cent 5-ply; 18 per cent 4-ply; 17 per cent 3-ply; and 16 per cent 2-ply.

Incense cedar shipments are usually made up of the following percentages: 75 per cent 7- and 6-ply; 15 per cent 5-ply; and 10 per cent 4-ply.

The bulk of the United States pencil slats are supplied by three well-known American firms.

Some years ago efforts were made by shippers in Kenya Colony to introduce pencil slats from British East Africa into this market. However, due to inadequate preparation of the wood, it was found unsuitable, and it is only within the last two years or so that the business has been successfully revived. Efforts to market the wood have been aided considerably by the specific requests of the Government offices that they be supplied with "All-British" pencils, their orders going to those firms which quoted the lowest prices for pencils made from Kenya Colony slats.

This wood closely resembles *Juniperus Virginiana* in appearance, colour, and odour, but it is rather harder and has a definite tendency to warp. The wood is offered in three classes, and shipments generally consist of 80 per cent 6- and 5-ply and 20 per cent 4-ply. This product would probably offer the most competition to Canadian supplies.

#### QUALITY OF WOOD SLATS REQUIRED

The slats should be edge-grained with no cross or short grain. The grain should not vary more than one-half to three-quarters of a pencil width throughout the whole length of the slat. The best wood is close grained with twenty to thirty growth rings per inch, and with winter growth exactly the same texture as summer growth. Care should also be taken to see that the slats are free from defects and are cut exactly according to size, otherwise they will not pass through

the machines satisfactorily. Great care is necessary in treating the wood, which must be free from sap. In preparing the wood it is treated with paraffin, about four ounces of this oil being used to every six-pencil gross of slats. The slats are then put into an oven and baked from a week to ten days at a temperature of from 150 to 170 degrees, according to the texture of the wood. Usually each company has its own secret staining process.

#### DISTRIBUTION

There is no organized form of selling slats on this market. Orders are usually placed with visiting representatives of United States firms or their German agents once or twice a year. Kenya supplies are marketed through one firm which has developed a process for treating the wood.

Contracts are entered into covering periods varying from about six months to a year for monthly deliveries or as specified. Supplies are received in carlots of 20,000 pencil gross at a time, or shipments of 100 cases of 100 pencil gross at a time are accepted.

The red cedar is usually packed in cases of 100 pencil gross lots, while the incense cedar and Kenya wood is shipped in jute sacking of 25 pencil gross lots.

Samples of all types, grades, and plies of pencil slats sold on this market are available for inspection by interested Canadian firms on application to the Department of Trade and Commerce, Ottawa. Price quotations and related information will also be furnished on request (quoting file 20233).

### MARKET IN SCOTLAND FOR RED CLOVER SEED

G. B. JOHNSON, CANADIAN TRADE COMMISSIONER

Glasgow, September 19, 1932.—The shortage in the English supply of red clover seed last season was made up from the abundant Canadian crop. In this connection it may be of interest to the Canadian trade to know that the larger retail seedsmen in this country issue their catalogues about the beginning of the year, the major portion of their requirements having been purchased previously so as to enable them to have the seed tested for purity and germination and to fix selling prices. It would therefore facilitate sales of Canadian red clover, and also be an advantage to seed merchants in this territory, if deliveries of Canadian red clover were made in this market in November, or earlier if practicable.

Last season's shipments of Canadian red clover seed to an Edinburgh firm included two or three consignments which rated high in purity and were of good appearance, but owing to damage sustained in threshing, the germination was reduced, being approximately 75 or 80 per cent instead of 95 per cent as shown by other shipments. Apparently the concaves of the threshing machines had been set too close and had cracked or chipped a proportion of the kernels. Fortunately, only a very small quantity of the seed received was in this condition.

The purity figures of several shipments were reduced by the presence of a weed called *Sataria Viridis* (Green Foxtail), and it is suggested that efforts be made to eliminate as much as possible of this weed from future shipments.

There are prospects of a fairly good crop of red clover in England this season.



## POINTS FOR EXPORTERS TO JAMAICA

F. W. FRASER, CANADIAN TRADE COMMISSIONER

Kingston, September 13, 1932.—Jamaica, an island in the Caribbean Sea, lies about 90 miles south of the eastern extremity of Cuba. It is distant about 1,800 miles from Halifax, and 1,000 miles from Trinidad, this latter being a circumstance not generally realized by many exporting firms. It is one of the four islands that make up what is known as the Greater Antilles, and is the largest of the British West Indian Islands. Its area is 4,540 square miles. The surface is extremely mountainous, and this characteristic accounts for the great diversity of climatic conditions, the temperature ranging, according to the season, from 80° to 90° on the seacoast, reaching as low as 40° on the mountain tops. Blue Mountain peak has an altitude of 7,388 feet above sea-level, and is the highest peak in the British West Indies. The colony with its dependencies (consisting of Turks and Caicos Islands, the Cayman Islands, the Morant Cays, and Pedro Cays) comprises a little more than one-third of the area, and contains nearly one-half the population of the British West Indies, totalling 994,419, according to the latest census.

The capital and principal city is Kingston, with a population of 63,711 (1921 census). This is the commercial centre of the colony, and it is estimated that 80 per cent of the foreign trade of the island passes through this port. Kingston harbour has a total area of about 16 square miles, of which approximately 7 square miles have a depth of from 7 to 10 fathoms. It is considered to be one of the finest natural harbours in the world.

Other towns are Spanish Town (8,694), Montego Bay (6,580), Port Antonio (6,272), Savannah-la-Mar (3,442), Port Maria (2,481), and Falmouth (2,136).

English is the only language spoken in Jamaica.

### CURRENCY AND BANKING

British currency is legal tender in Jamaica, and all accounts are kept in sterling. Local currency notes in denominations of 5s. and 10s. are in general circulation, but the bulk of the paper currency is issued by the local banks in one-pound notes. There are four commercial banks doing business in the island, viz: Barclay's Bank (Dominion, Colonial, and Overseas), the Bank of Nova Scotia, the Royal Bank of Canada, and the Canadian Bank of Commerce. Barclay's Bank maintain, in addition to their head office in Kingston, nine branches throughout the island; the Bank of Nova Scotia maintain ten branches; the Royal Bank, one; and the Canadian Bank of Commerce has no branch outside of Kingston.

### PRODUCTION

Jamaica is almost entirely dependent on agriculture for its economic welfare. The basic crop is bananas, which accounted in 1931 for about 60 per cent of the colony's exportable production.

The following are the principal commodities of export, arranged in order of their importance. The figures are for the year 1931:—

Bananas . . . . .	£1,983,375	Logwood extract . . . . .	£92,643
Raw sugar . . . . .	376,503	Raw cocoa . . . . .	50,987
Raw coffee . . . . .	170,993	Grapefruit . . . . .	49,058
Coconuts . . . . .	122,970	Rum . . . . .	40,913
Pimento . . . . .	108,668		

In addition to the foregoing, Jamaica exports fair quantities of copra, cigars, hides and skins, oranges, orange oil, and honey.

There are a few manufacturing industries in the island, the most important of these being one brewery, one sugar refinery, one cigar factory, and several aerated water plants. Quite recently a modern plant was erected for the production and refining of coconut oil for edible purposes, and plans are now being developed looking towards the manufacture of Portland cement and paper.

DIRECTION OF TRADE

The United States increased her trade with Jamaica during the War at the expense of the United Kingdom, but the United Kingdom is gradually winning it back. Since the break in sterling, the swing towards the United Kingdom has been more pronounced, and unpublished figures for six months ending June 30, 1932, credit the United Kingdom with 43.1 per cent of the colony's import trade, Canada with 14.5 per cent, the United States with 19 per cent, and other countries with 23.4 per cent.

While Canada and the United Kingdom have increased their share of this trade, largely at the expense of the United States, other countries have gained even more rapidly. The countries which have participated in the increase to the greatest extent are Trinidad, New Zealand, Newfoundland, Germany, Holland, Japan, and Spain.

The following table shows the value of Jamaica's imports and exports during the past three years:—

	Imports	Exports
1929 . . . . .	£7,027,013	£4,605,307
1930 . . . . .	6,101,513	4,039,075
1931 . . . . .	4,945,539	3,286,128

Under the Canada-West Indies Trade Agreement, Canada received from Jamaica special preferences on certain articles of food, notably butter, cheese, fish, apples, flour, lard, meats of all kinds, condensed milk, and potatoes. For the most part, Canada has taken advantage of these preferences, and is in fact the largest single shipper to Jamaica of goods included under the heading "Food, Drink, and Tobacco."

In manufactured goods, with one or two exceptions, Canada has made little headway in this market. There are a number of articles, however, in which she might reasonably be expected to increase her trade, the most important of which are as follows: wearing apparel, motor cars, electrical apparatus, hardware, medicine and drugs, paints and varnishes, stationery, and box shooks.

COMMUNICATIONS

Jamaica is well served in the matter of steamship communication with the rest of the world. The principal lines which maintain a regular service with Canada are as follows:—

*Canadian National Steamships.*—Weekly service between Kingston, Jamaica, and Montreal (passenger service fortnightly) during the summer months, and between Kingston and Halifax during the winter.

*Pickford & Black.*—Fortnightly service between Halifax and Kingston, freight only.

*Gulf Pacific Line.*—Three-weekly service between Vancouver and Kingston, passenger and freight.

*United Fruit Company.*—Fortnightly service between Saint John, N.B., and Jamaica, freight only.

*Canadian Transport Company.*—Between Vancouver and Kingston, as cargo offers.

The following lines maintain a regular service with United States ports: Aluminum Line, Columbian Steamship Company, DiGiorgio Fruit Corporation, Gulf Pacific Line, Munson Line, United Fruit Company, Standard Fruit Company, and Webster Steamship Line.



Regular service between Jamaica and Europe is maintained by the following lines: Elders & Fyffes Ltd., Hamburg-American, Harrison, Horn, Jamaica Direct Fruit, James Nourse Ltd., Leyland, Pacific Steam Navigation, and Royal Mail.

#### CUSTOMS TARIFF

The customs tariff of Jamaica is intended almost solely for revenue purposes; only in one or two cases is a tariff imposed for the protection of local industry. Preferential treatment is accorded Empire countries, which extend reciprocal privileges to Jamaica. Under the Canada-West Indies Trade Agreement special preferences have been extended on certain specific items of merchandise, notably on flour, 2s. per barrel of 196 pounds, and not less than 50 per cent the general tariff on butter, cheese, lard, condensed milk, meats of all kinds, fish (canned, preserved, dried, salted, smoked, or pickled), apples, and potatoes. Practically all other items are dutiable at the rate of 20 per cent under the general tariff and 15 per cent under the preferential tariff. There are some exceptions to this, however, and interested firms may secure specific information on application to the Department of Trade and Commerce, Ottawa.

#### PACKAGE TAX

In addition to the duties of customs, there is a package tax applicable to every package imported into the island, details of which are available at the Department of Trade and Commerce, Ottawa.

#### IMPORT RESTRICTIONS

The importation of foreign rum and coffee is prohibited.

Bees, honey, or beekeepers' stock cannot be imported except with the permission, in writing, of the Director of Agriculture.

The importation of dogs from all countries except the United Kingdom is prohibited.

#### DOCUMENTATION

Strict compliance with the regulations covering invoices and certificates of origin should in all cases be observed by Canadian exporters. Failure to observe this detail occasions delay, annoyance and confusion, and, in some cases, additional expense on the part of the consignee, all of which may easily be avoided by the exercise of the necessary care in completing the documents. The following are the principal requirements:—

(1) Combined invoices and certificates of value and origin are required to be furnished in duplicate.

(2) Particular care should be taken to furnish all the information asked for on the prescribed invoice form, such as (a) marks and numbers on the packages, (b) quantity, (c) contents of each package and the value of each item in a package.

(3) Duties in Jamaica are assessed on the price of the goods at point of origin, plus cost of package and packing. Where cost of package and packing is included in cost of goods this should be stated clearly on the invoice, otherwise the value of such package and packing must be stated separately.

(4) In order to be entitled to the benefits of the preferential tariff, goods shipped from Canada to Jamaica must come direct without transshipment at any foreign port.

(5) Samples of dutiable goods are also dutiable on entering Jamaica. Where samples are sent free this may be stated on the invoice, but the actual value must also be shown for duty purposes. A discount of 25 per cent is permitted, provided it is shown on the invoice.

(6) Documents should in all cases be forwarded in plenty of time to reach the consignee before the arrival of the goods. When goods are not accompanied by proper invoices giving their value, the consignee must take out what is known as a Bill of Sight, necessitating examination and appraisal of value of the goods by a customs officer. When such goods are valued at over £5, a tax of 10s. is made, which is not recoverable.

(7) In the case of parcel post shipments, an abbreviated form of certificate may be used, in addition to the existing form of customs declaration, in lieu of the certificate of value and origin.

#### METHODS OF DOING BUSINESS

There are three main types of distribution in Jamaica, namely: (1) the general merchant and wholesale distributor, the majority of whom have been established for many years; (2) the commission agent and manufacturers' representative; and (3) the importing retailer.

It is manifestly impossible to lay down any definite rule to guide an exporter in choosing the type of connection best suited to his line of merchandise; each commodity must be treated on its own merits. Canadian firms proposing to enter this market are advised to send full details of their products to the Canadian Trade Commissioner in Kingston. Catalogues, prices (preferably c.i.f. Jamaica), discounts, and terms should accompany the first letter. Samples, unless small and of moderate value, should not be sent until requested by the Trade Commissioner. An investigation will then be made and a report submitted advising the best method of approaching the market.

### ICE CREAM PRODUCTION IN AUSTRALIA

M. T. STEWART, ASSISTANT TRADE COMMISSIONER

Melbourne, August 31, 1932.—The production of ice cream throughout Australia is subject to considerable seasonal variation, and in the more temperate areas, such as the States of Victoria and Tasmania, the winter consumption is practically nil. The bulk of sales are in the summer months, November to April, and cold or disagreeable weather has a marked adverse effect upon consumption. Ice cream is, moreover, looked upon as something of a luxury, and the widespread depression affecting the purchasing power of every class in the community has also affected sales adversely during the last two years. Efforts have been made to create a demand for ice cream as a delicacy in a great variety of forms, but with little success.

No official figures are available as to the annual production of ice cream in Australia, but inquiries from the leading firms situated in the various metropolitan areas indicate that something in the neighbourhood of 2,000,000 gallons are produced in an average year. The large ice cream firms are few in number, although there are more than 100 firms listed as ice cream producers; one very large organization has plants located in the larger centres throughout the Commonwealth, and has adopted the latest production and distribution methods in vogue in the United States and elsewhere. New South Wales is the chief producing and consuming State, and the above-mentioned firm sells twice as much in New South Wales as in the rest of Australia combined, the State of Queensland being the second largest consumer.

#### DISTRIBUTION AND PACKING

Ice cream manufacturers endeavour to sell their products as largely as possible on a contract basis, contracts being spread over several years. They supply



the retail shops with refrigerator or ice box equipment, and in return contract with the shops so supplied for the exclusive sale of their product. The advent of electrical refrigeration has been a great boon to the ice cream industry, particularly from the standpoint of retail sales in both metropolitan and country districts.

The method of packing for delivery varies according to circumstances. City sales, which account for almost the entire volume, are effected quickly and easily direct from the producing plant to the consumer's or retailer's refrigerators. Hotels, restaurants, clubs, and others who require considerable quantities purchase in bulk, and delivery is made in 3- or 5-gallon cans. The largest volume of sales is through retail channels and bricks are the most popular form for retail sale. Bricks are sold in two sizes, the imperial quart and the imperial pint. Imitation dixie or lily cups are very popular for theatre trade and also for outdoor consumption. Cones are also in demand, as are polar pies and the ice cream sandwich. The most popular flavours are vanilla, passion fruit, and strawberry; vanilla to the extent of more than three-quarters of the total output.

#### SUPPLIES FOR AUSTRALIAN ICE CREAM TRADE

The ice cream industry a few years ago absorbed considerable quantities of imported supplies in a variety of forms, but at present the imports are negligible. When electrical refrigeration became a commercial necessity the larger companies invested heavily in this equipment, all of which was imported. More recently, however, electrical refrigerators have been manufactured successfully in Australia and imports have been greatly reduced. Practically all accessories used in connection with the sale of ice cream are manufactured locally, including cartons, cups, cones, and fibre spoons. Flavourings are made locally, although certain necessary ingredients are imported. Soda fountain equipment was formerly largely imported, but soda fountains have not been very successful in Australia, many are lying idle, and, moreover, the necessary equipment is manufactured locally.

Provided a market existed, a certain amount of equipment would still be imported from time to time, principally ice cream freezers and homogenizing equipment. However, in view of the present depressed trading conditions, ice cream manufacturers are not disposed to make unnecessary commitments. Considering the ice cream trade generally, the opportunities for imported supplies have practically disappeared.

#### SELLING PRICES OF AUSTRALIAN ICE CREAM

The wholesale selling price for bulk sales to the trade, i.e. hotels, restaurants and cafes, etc., is 6s. 10d. per gallon, to which must be added a sales tax of 6 per cent. The retail price of bricks in imperial quart sizes is 2s. 6d., and pint sizes sell for 1s. 6d. Imitation dixie cups are retailed in three sizes: 3-ounce, 2½-ounce, and 2-ounce. The 3-ounce size is sold for 6d., the 2½-ounce for 4d., and the 2-ounce for 3d. Cones are sold in two sizes, the large size selling at 3d. each and the small size for 1d. each. Polar pies and sandwiches retail at 3d.

#### CAPITAL INVESTED IN ICE CREAM MANUFACTURING

The amount of capital invested in the ice cream industry in Australia is estimated to be in the neighbourhood of £1,500,000. Of this total upwards of £1,000,000 is controlled by one leading company with branches in all the States. It is impossible to arrive at an estimate of the capital investment of the many small producers, and the above figure is based on the capital of the firms fairly prominent in the trade. The needs of the consumers are adequately served by the existing companies, and any increase in the production of ice cream will follow a return of prosperity, and increased per capita consumption.

## CYPRUS: ITS NATURAL RESOURCES AND INDUSTRIES\*\*

YVES LAMONTAGNE, CANADIAN TRADE COMMISSIONER

Cyprus is essentially an agricultural country. The industries of the island are few, and are confined to the transformation of the products of the soil. The mineral deposits which are principally worked are copper ore and asbestos, and, on a considerably smaller scale, gypsum, terra umbra, and chrome iron ore. Exports of these minerals form an important percentage of the total exports of the country.

### AGRICULTURE

There are few cultivated properties in Cyprus which are greater than 10 acres. The average size of a cultivated plot is 2 acres, while the average holding is between 7 and 8 acres.

*Field Crops.*—The principal field crops are grapes, wheat and barley, vetches, broad beans, potatoes, onions, cotton, flax, hemp, sesame, cumin, and tobacco.

The following table shows the main crops, the area under cultivation, and the approximate gross yield and exports for the year 1931:—

Crop	Number of Acres under Cultivation	Gross Yield	Exports	
			Quantity	Value in £‡
Wheat . . . . .	184,823	1,623,122 kiles*	28,527 kiles*	6,085
Barley . . . . .	93,516	1,331,424 kiles	16,539 kiles	1,136
Oats . . . . .	13,125	214,879 kiles	51 kiles	4
Maize . . . . .	419	4,324 kiles		
Vetches . . . . .	53,600	258,274 kiles	4,701 kiles	757
Favetta . . . . .	6,166	36,802 kiles		
Cotton . . . . .	11,301	1,364,145 okes†	14,357 cwt.	33,118
Sesame . . . . .	6,202	339,394 okes		
Potatoes . . . . .	5,874	16,102,320 okes	260,788 cwt.	93,648
Flax . . . . .	2,673			
Fibre . . . . .		86,855 okes	1,223 cwt.	1,228
Linsced . . . . .		567,399 okes	5,440 cwt.	2,387
Hemp . . . . .	255		123 cwt.	250
Fibre . . . . .		48,854 okes		
Seed . . . . .		10,354 okes		
Tobacco . . . . .	352	43,979 okes	2,294 cwt.	14,589
White cumin . . . . .	2,809	571,836 okes	8,686 cwt.	11,906
Broad beans . . . . .	6,700	2,366,844 okes		
Cow peas . . . . .	3,810	300,276 okes	16,416 cwt.	6,772
Haricot beans . . . . .	1,542	262,678 okes		
Onion sets . . . . .	130	226,332 okes		
Onions . . . . .	1,423	2,536,558 okes	57,020 cwt.	9,341
Colocasia . . . . .	371	1,088,838 okes		
Vines . . . . .	117,894			
Grapes . . . . .		28,000,000 okes	21,304 cwt.	6,404
Raisins . . . . .		2,580,000 okes	53,373 cwt.	43,735

\* One kile equals 8 gallons or one bushel. † One oke equals 2½ lbs.; 800 okes equal one long ton. ‡ The Cyprus £ is equivalent to the £ sterling.

*Cultivation.*—The plough commonly used is the old native-made wooden plough, which is very light and is drawn chiefly by oxen. There is, however, an increasing demand for imported light steel ploughs. A German single-handled type, making two furrows 16 inches apart and 6 inches deep, and weighing about 150 pounds, has done well in this market.

As the foregoing table shows, less than 2 per cent of the wheat grown in Cyprus is exported. The colony imported 6,173 kilés or bushels of wheat in 1931, and the equivalent of flour of over 1,000,000 bushels of wheat. Barley is also mainly grown for home consumption.

\*\* This is the second of a series of reports on Cyprus by Mr. Lamontagne. The first, which covered geography, climate, history, population and government, appeared in our issue of October 1.



The Government, through demonstrations carried out by its Agricultural Department, is educating the farmers in the use of more modern methods, and there should be a gradually growing demand for tractors, reapers, and binders for the cereal crops, as well as other implements and machinery for agricultural purposes generally.

*Tobacco.*—Whereas the colony produced less than 20,000 pounds of raw tobacco in 1924 and 1925, production rose rapidly to a peak of 840,000 pounds in 1929, when there were 1,540 acres under cultivation. Since that year the adverse state of the market and low prices have brought about a decrease in the area cultivated under tobacco, and in 1931 the production was only 123,000 pounds, for a total of 350 acres.

Imports of raw tobacco in 1931 totalled 158,869 pounds valued at £25,282, of which Greece supplied 152,611 pounds and the United States 5,590 pounds (£831).

*Potatoes.*—Much attention has been given in late years to the question of obtaining greater yields by proper selection of seed, and while the area cultivated has decreased by nearly half in the last four years, production in 1931 considerably exceeded that of 1928. Total exports in 1931 amounted to 261,447 cwts. valued at £93,920 as compared with 344,075 cwts. with a value of £95,352 in the previous year.



Map of Cyprus

Seed potatoes are purchased mostly from Northern Ireland and imports are closely controlled in order to limit the spread of disease in this crop. Total imports of seed potatoes in 1931 amounted to 14,642 cwts. valued at £5,988, and included 42 cwts. valued at £13 from Canada, these latter imports being the result of an experimental shipment made to Cyprus in the winter of 1930-31 by the Dominion Department of Agriculture, and which gave excellent results, the best being secured with the Green Mountain variety. The chief markets for the colony's table potatoes are Greece, Palestine, and Egypt.

Provided adequate (if possible direct) shipping facilities existed, Canadian seed potatoes would find a ready demand in Cyprus.

*Fruit Growing.*—Cyprus grows excellent oranges, lemons, citrons, bananas, and other semi-tropical fruits. The production of oranges in 1931 was 26,000,000, lemons 11,647,000, and other citrus fruits 6,000,000, with an estimated total value of £47,370.

Peaches, cherries, pears, and apples are also grown in the hills where the climate is cooler, as well as walnuts, almonds, and hazelnuts.

Oil is extracted from the wild olive trees, as well as from trees which have been grafted to produce better fruit. Most of this oil is used locally for soap-making and is supplemented by imports.

Another interesting tree which grows in Cyprus, either in a wild or grafted state, is the carob or locust tree, the fruit of which is a pod containing from six to ten hard seeds. While carobs (locust beans) are eaten by the poorer classes in the Near East, their principal use is as a fodder for cattle and horses, either in the form of meal or mixed with other cattle food. At the present low price prevailing for carobs, they can be employed for distilling purposes.

The following table gives the estimated production and exports of carobs and olives in Cyprus during 1931, as well as exports of oranges, lemons, pomegranates, almonds, and hazelnuts during the year:—

	Production	Exports	
		Quantity	Value
Carobs . . . . .	69,985 tons	70,037 tons	£144,858
Olives . . . . .	14,790 tons	160 cwt.	145
Oranges . . . . .	2,185,000 doz.	1,803,000 doz.	43,270
Lemons . . . . .	970,000 doz.	208,100 doz.	1,926
Pomegranates . . . . .	.....	67,866 cwt.	5,873
Almonds . . . . .	.....	1,994 cwt.	5,916
Hazelnuts . . . . .	.....	1,249 cwt.	1,713

Growers of olive trees, citrus and other fruit trees are being instructed by the Department of Agriculture in the best methods of grafting and improving the quality of their fruit, and foreign varieties are being imported for experimental purposes. Proper grading and packing are also among the aims towards which efforts are being directed.

*Live Stock.*—An enumeration made in 1931 gives the following return of stock for the island: horses, 4,504; asses, 53,531; mules, 8,652; cattle, 48,910; sheep, 305,510; goats, 238,977; camels, 1,465; and pigs, 41,436.

Cyprus-bred stock, especially mules and donkeys, are of good quality and form an important item in the export trade of the colony. The sheep are of the fat-tailed species, carrying a fair fleece weighing  $4\frac{1}{2}$  to 6 pounds, and considered an excellent class of carpet wool. The goats are mostly of the short-haired type. Both goats and sheep are used for the production of milk, which is made into cheese.

#### FISHERIES

While there is plenty of fish in the sea around Cyprus, this branch of industry is neglected, and is left to the more enterprising Greek and Italian fishermen. The catch of fish in 1931 amounted to 364,000 pounds, valued at £10,424.

The sponge fisheries have been controlled by the Government for the last thirty years and have been worked mostly by the Greeks under licences which are issued annually. Last year the catch totalled 1,480 pounds, valued at £937.

#### IRRIGATION

Cyprus is handicapped by an unequal and insufficient supply of water, the rainfall over most of the arable land being very small, which results in the vegetation being burnt up during the long and rainless summer. While large sums have been spent on the construction of several reservoirs, this has proved to be a rather expensive and unsatisfactory method, and in recent years recourse has been had to sub-artesian borings.

In most localities water is found at from 30 to 60 feet below the surface. This water is pumped up, a considerable number of windmills being employed for the purpose, a large proportion of which are Canadian made. Gasolene motors are growing into favour, however, to operate either alone or complementary to the windmills. Steam pumps are also extensively used. The gasolene engine has been found to be very economical, and it supplies a considerably greater area than that which can conveniently be covered by wind motors.



## FORESTRY

The colony possesses about 650 square miles of forests, and these are deliberately used primarily to conserve its water supply for the benefit of agriculture and public health, and to enhance the amenities of the island; they are employed only secondary to provide firewood and timber. For this latter reason, to which must be added the difficulties of transport from the hills to the towns, the colony is chiefly dependent on foreign sources for its requirements in building and other lumber.

It is estimated that the total stock of hard and soft woods exceeds 105,000,000 cubic feet.

## MINING

The extraction of minerals plays quite an important part in the economic life of Cyprus, as will be seen from the following table, from which it will also be apparent that the colony has suffered considerably from world over-production and the falling prices experienced by metallic and mineral products during the prevailing industrial crisis:—

*Exports of Minerals from Cyprus*

	1929 Tons	1930 Tons	1931 Tons	1929 £	1930 £	1931 £
Asbestos.. . . .	13,796	5,400	3,571	292,971	116,092	66,381
Copper ore . . . . .	291,100	238,488	199,786	279,483	248,441	194,750
Gypsum . . . . .	12,219	9,338	9,777	13,455	9,882	9,783
Terra umbra . . . . .	6,587	4,405	3,097	15,601	10,606	7,182
Chrome iron ore . . . . .	829	....	3	2,112	....	3
Total value . . . . .				603,622	385,021	278,099

In 1929 exports of the above commodities formed 38 per cent of the total exports of the colony; in 1930 nearly 34 per cent, and in 1931 just over 28 per cent.

*Copper.*—This metal is found in the form of pyrites containing 2 per cent of copper and 50 per cent of sulphur. It is exported mainly to Italy and Germany, and to a lesser extent to Holland and the United Kingdom. There are two main workings—one at Lymni, the other at Skouriotissa—while a third deposit is located at Mavrovouni. At Lymni the pyrites will in future be treated by the heap-leaching method and exported as copper precipitate, having an assay of 85-90 per cent metallic copper.

*Asbestos.*—This mineral is mined by a British syndicate from very extensive deposit at the foot of Mount Troodos. The fibre is short and of good quality. The variety is *chrysolite*. Operations are carried out on a large scale in a modern and efficient plant where the fibres are separated into two or three grades. The workings have the advantage of being situated on the slope of the hills, which allows of any foreign matter being conveniently disposed of by dumping at a low cost. The mine is connected with the port of Limassol by an aerial ropeway over a distance of 19 miles. Power is obtained by means of Diesel engines. Italy, Germany, and Great Britain are the chief markets.

*Gypsum* is quarried in a number of localities. It is exported both in the raw and calcined state, mostly to Egypt and Syria.

*Terra umbra*, or umber, is mined in a primitive way and is sometimes shipped raw, but generally as calcined or burnt umber. It is marketed especially in the United States and the United Kingdom.

*Chrome iron ore* occurs in pockets in several places, as for instance on Troodos Mountain, where it has been mined since 1924. Little work has been done on the other deposits.

## OTHER INDUSTRIES

Apart from the mining and quarrying industries, the most important are wine and spirit making, the textile industries, soap-making, tanning, cheese, cigarette, and pottery manufacturing.

*Wine Industries.*—The importance of the wine industry to Cyprus is perhaps best conveyed by the export values of grapes, raisins, wines, spirits, and vinegar, which in 1931 totalled £131,746 as compared with £140,917 in 1930 and £149,319 in 1929. Exports of these products in 1929 formed nearly 10 per cent of the total exports of the island; in 1930 over 12 per cent, and in 1931 over 13 per cent.

The consumption of vine products in the colony has been estimated, on a conservative basis, to be considerably more than double that of exports, so that the total annual production of grapes and its products are worth over half a million pounds sterling (\$2,500,000).

*Silk Industry.*—Silkworm rearing is an important industry, the white mulberry tree being grown for breeding purposes. A large quantity of cocoons are woven into silk by the villagers in the local weaving industry.

Low prices have caused a drop in the production of silk cocoons from nearly 560,000 pounds in 1928 to 428,000 pounds in 1932, and on account of the depressed state of the silk industry, the only silk filature in operation, which was established in 1926 in Paphos, has been temporarily closed down.

Exports of cocoons fell from a value of £12,534 in 1929 to £4,113 in 1931, raw silk from £24,632 to £9,051, and silk waste from £1,354 to £78.

*Tanning.*—The bulk of Cyprus trade in hides and skins is in sheep skins, and these are only of medium quality. A large tannery at Larnaca has been closed for the past eighteen months as a result of the depressed market. Exports in 1931 consisted of 578 cwts. of raw goats' and kids' skins valued at £5,155; raw sheep's and lambs' skins, 1,645 cwts. valued at £7,365; other skins, 40 cwts. valued at £138.

Imports of sole leather increased from 4,942 cwts. in 1930 to 6,284 cwts. in 1931, while imports of upper leather rose in value from £16,381 to £18,966.

*Cheese-making.*—Exports of cheese have been falling. In 1929 they amounted to 5,183 cwts. valued at £21,672, while in 1931 they totalled 4,123 cwts. valued at £13,689. Egypt takes the bulk of Cyprus' exports of cheese, Greece taking about one-tenth the value of Egyptian imports. Exports to other countries are negligible.

*Textiles.*—The spinning and weaving industries of Cyprus produce a great variety of silk, cotton, flax, and hemp fabrics of good quality which find a ready market in European, Near East, and local markets, notwithstanding the fact that primitive methods are employed, such as the use of spindles and hand-looms of local make.

Cotton is ginned in the island and baled at Larnaca. Modern flax scutching mills have been erected in recent years in several districts.

*Cigarettes.*—There are several cigarette factories, but these consume imported tobacco, chiefly from Greece; some local-grown tobacco is also used.

*Soap-making.*—The manufacture of soap is progressing; a new modern factory has been established at Limassol, which obtains most of its raw material locally and meets a large part of the local demand for soap.

*Pottery.*—The igneous rocks by weathering yield clays which are well suited to the manufacture of earthenware, rough pottery, etc., and there are a number



of small local plants which make bricks, roofing tiles, wine and oil jars, and other pottery ware.

#### WAGES

Skilled labourers engaged on public works during 1931 were paid 3s. 4cp. per day (the shilling is worth 9 copper piastres), while unskilled workers obtained 2s. per day. Women and children received 1s. 1cp. per day. About the same wages were paid in manufacturing establishments and in the mines.

Agricultural workers were paid on a smaller scale, skilled labour receiving 2s. per day, unskilled 1s. 4cp., and women and children 8cp.

### SUBSIDY TO JAPANESE STEAMSHIP COMPANIES

#### A. KEITH DOULL, ASSISTANT TRADE COMMISSIONER

(For purposes of conversion the yen has been taken at par, equal to \$0.4985 Canadian)

Tokyo, September 7, 1932.—On September 3 His Majesty the Emperor of Japan sanctioned a bill which had passed the Diet and the House of Peers, asking for a subsidy for shipping companies who will dismantle old ships and build new ones to replace them.

This grant, which was not included in the present year's budget, gives the Department of Communications authority to subsidize the building of 200,000 tons of new steamships from now until the year 1934, subject to the following conditions:—

1. Steamers to be scrapped must be of a specified tonnage and over 25 years of age, unless special authority is given by the Minister of Communications.

2. The new steamships to be built in place of the scrapped vessels must be over 4,000 tons weight, and the total tonnage more than one-third of the total tonnage scrapped.

3. If the new steamships built are of a greater tonnage than one-half of the tonnage scrapped, the excess will not be borne by the Government.

4. Steamers built by means of this subsidy cannot be sold without authority from the Minister of Communications.

5. The total subsidy amounts to \$5,500,000, of which \$625,000 is available for the present fiscal year, \$2,750,000 for 1933, and \$2,125,000 for 1934. For the present fiscal year the Government will subsidize the building of 50,000 tons.

The Nippon Yusen Kaisha has already declared its intention to scrap 150,000 tons of old ships and to build a few 10,000-ton vessels for its New York line. The Osaka Shosen Kaisha intends to add two more "Ussuri" type vessels (6,500 tons, motor, 17 knots) to its Dairen service, and the Kawasaki Kisen, in order to complete its New York fleet, plans to construct two or three 11,000-ton vessels with a speed of 18 knots. The last-mentioned company has already purchased the *Bombay Maru* for scrapping purposes. The Mitsui Steamship Company and the Kokusai Kisen also intend to avail themselves of this subsidy, each building two 10,000-ton steamers. Toyo Kisen, which has already placed an order with the Mitsubishi Dockyard, will in all probability be the first to benefit by the subsidy.

In this connection, Marquis Hirohata, Director of the Shipping Board, gave out the following statement:—

It is noteworthy that the applications for new ships so far received are all for the motor-vessel. All the new boats are to be used on the ocean services, and will not affect companies operating locally. If applications are received this year for the building of more tonnage than has been allotted for the present year, the extra amount will be carried over to next year.

## HONGKONG MARKET FOR USED AUTOMOBILE TIRES

W. J. RIDDIFORD, ASSISTANT TRADE COMMISSIONER

Hongkong, September 1, 1932.—Of the many varieties of scrap and waste materials for which there is a steady demand in Hongkong and South China, one of the most important is worn-out automobile tires. The thrift enforced upon the bulk of the population of South China by the struggle for existence in this thickly populated territory gives a higher value to articles such as old automobile tires than at first sight would seem possible. The greater part of the population of South China do not wear shoes at all, or can afford only the very cheap locally-made grass or straw sandal, which resembles a small straw mat the size of the sole of the foot and is fastened by a piece of string around the ankle. This type of footwear is the most common in South China, but its wearing qualities leave much to be desired. Ingenious and thrifty Chinese have observed that a sandal of the same shape, just as comfortable and with superior wearing and lasting qualities, can be cut out of used automobile tires. A regular trade has developed here in this commodity, and it is a common sight to see coolies and peasants wearing bits of old used tires on their feet as sandals. Moreover, the excellent wearing quality of this material has resulted in its adoption as soles for the conventional slipper worn by Chinese who can afford this type of footwear.

### IMPORTS

The rapid development of this trade in Hongkong and South China is indicated by the figures of imports into Hongkong of rubber, waste and old.

Total importations in 1931 amounted to 32,477 piculs (1 picul equals 133 $\frac{1}{4}$  pounds) as compared with 11,635 piculs for nine months of 1930. The principal supplying countries were as follows, comparative figures for the 1930 period being shown in parentheses: United States, 25,260 piculs (5,080); Philippines, 3,570 piculs (2,749); Straits Settlements and Federated Malay States, 2,684 piculs (2,959); French Indo-China, 423 piculs (193); Macao, 154 piculs (6); and Siam, 122 piculs (142).

Examination of the statistical returns entered under the heading "Rubber (Waste and Old)" reveals that practically all waste and old rubber imported into Hongkong consists of old tire casings and inner tubes.

This trade originated with the shipment to Hongkong of old automobile tires accumulated at Singapore and Manila, but enterprising exporters in San Francisco, Cal., have recently entered the field, with the result that the United States is now enjoying more than 75 per cent of this trade. Even if allowance is made for the three months of 1930 for which statistics are not available, importations of old tires into Hongkong during the calendar year 1931 are more than double those for the previous year, and the advance figures for the first six months of 1932 reveal that up to June 30 of this year 33,750 piculs, or 1,273 piculs more than last year's total, have been imported. Obviously this trade is increasing rapidly, and offers an interesting outlet for any accumulation of old automobile tires unsaleable in Canada.

### UTILIZATION OF MATERIALS

In the case of used tire casings, the tread surface of which is generally worn very thin, the practice in cutting out sandals or soles for slippers is to use the walls or sides of the casings, which are usually sound except for a few cracks or creases. The remnants of an old tire casing, after all the sandals or soles possible have been cut out, are utilized in many ways. They are probably used most extensively in the many small factories in Hongkong and South China,



particularly at Canton, manufacturing cheap and low-quality rubber-soled canvas shoes.

Other and less important uses for old tire remnants are numerous, and are illustrative of Chinese ingenuity and thrift. Old rubber tires are used for such purposes as repairing paddy field irrigating apparatus, patching leaky roofs or water receptacles, packing or wrapping for defective pipe or hose connections, and as fenders slung along the sides of Chinese cargo and fishing junks.

Old inner tubes are used largely on the wooden sandals worn by the Chinese during damp and rainy weather. This type of footwear consists of one piece of wood cut in the shape of a sole and heel combined, and held on the foot by a small strip of old inner tube nailed to either side of the wooden sole about two inches back from the toe-end, thus providing a pliable and comfortable rubber fastening strap across the instep.

Old inner tubes are also reclaimed by local rubber-shoe factories, but the business in tubes is not nearly as extensive as that in worn-out casings, probably due to the fact that the former are not available for export in large quantities.

#### GRADING AND PACKING

There are three recognized grades for worn-out tire casings and inner tubes, the selection and grading being done on the basis of the quality of the article, i.e., whether the tire is very old or comparatively fresh and new, and also on the basis of the number and size of holes, cracks and creases.

Packing is in unwrapped and uncased bundles of tires, about one dozen pieces to a bundle, tightly and securely wired so as to form a bale. In order to save freight charges, the hollow centre of the bale is stopped with old inner tubes or folded tire casings.

Quotations are c.i.f. Hongkong per ton of 2,000 pounds, and the price quoted for No. 1 grade at time of writing is in the neighbourhood of \$12 per ton United States currency, although the market is dull at the present time.

Canadian exporters interested in selling old automobile tires in this market should communicate with the Department of Trade and Commerce, Ottawa (quoting file No. 14078), in order to obtain the names and addresses of reliable importers in Hongkong. Since local importers are not familiar with Canadian grading and packing of old automobile tires, an exporter will probably be required to forward a trial shipment of at least one ton on consignment. Thereafter business can be done on an outright sale basis, provided grading, packing, and prices are satisfactory.

## MANCHURIA'S MANUFACTURING INDUSTRIES

PAUL SYKES, CANADIAN TRADE COMMISSIONER

Dairen, August 25, 1932.—Although Manchuria has always been an essentially agricultural community, heavy increases in population have built up a market of such dimensions that manufacturing industries concerned with various agricultural products have automatically come into existence, and the production of commodities in general demand has likewise been encouraged. The combined factors of a large market and of abundant and cheap labour will apparently tend, as in parts of China, to the permanent existence of a manufacturing community located in Manchuria's chief centres of population.

#### GROWTH OF MANUFACTURING INDUSTRIES

Modern methods for the production of flour, sugar, and lumber were introduced into North Manchuria through Russian enterprise. South Manchuria indus-

trial development has been largely due to Japanese initiative, and in particular to the encouragement given to numerous enterprises by the South Manchuria Railway Company. Although the industrial communities in Dairen and Harbin still remain predominantly Japanese and Russian, numerous factories in Harbin are now under Chinese management, while considerable growth is also apparent in Mukden and in other smaller cities.

Development was unusually rapid between 1914 and 1919, the result to a large extent of the culmination of Japanese plans for the industrialization of South Manchuria combined with the institution of bean-oil milling and the growth of several other industries concerned with war materials or the requirements of belligerent countries. Unduly rapid and poorly organized growth led to heavy declines in output following the war, but the number of plants has nevertheless continued to increase until, eighteen months ago, the total number of establishments was counted as 849 with an investment of 324,322,017 yen, approximately \$160,000,000. Production values have declined abruptly until, in 1930, the total was 103,984,887 yen, less than 50 per cent of the total in 1919 when only slightly over half the 1930 number of plants were in operation. The effect has been a decrease in the average value of production per establishment from 539,000 yen to 122,000 yen. In the same period capital investments have increased almost threefold.

#### LEADING INDUSTRIES

*Bean-oil Milling.*—Bean-oil milling ranks foremost among all Manchuria's factory enterprises. The expanding world demand for the oil and cake made from soya beans led to rapid growth in the number of plants producing these commodities and it is estimated that there are now some 400 mills throughout Manchuria with a capacity of 150,000 tons of oil and 1,500,000 tons of bean cake per year. This industry is centred in Dairen, but there are numerous plants also in Harbin as well as in other centres where crops may be conveniently collected and there is ready access to ocean ports. Many of these plants have now been shut down for some time, export prices having fallen to such low levels that only the more efficient ones are able to show profits from operation.

*Flour Milling.*—Also related to the agricultural industry and an important unit in the country's industrial life is the flour-milling industry. The employment of modern methods was first undertaken in Russian-owned mills in the Harbin district, but Japanese mills in South Manchuria and several Chinese companies soon afterwards followed this example. Flour mills enjoyed a considerable measure of prosperity during and shortly after the war, but have since suffered from Japanese, Chinese, and North American competition. The industry in North Manchuria is still able to compete with imported supplies, but the demand for flour in South Manchuria is now met almost exclusively from other countries and plants have been shut down indefinitely.

*Textile Manufacturing.*—Textile products of various types are manufactured in Manchuria. The spinning and weaving of wild silk is of first importance. A large number of small establishments are now in operation in the Antung-Mukden district with a yearly production estimated at 45,000,000 yen.

Local supplies of hemp form the basis of a small bag manufacturing industry, located in Dairen and Mukden. The bags are used in the export of beans and other cereals, but a year's output of these plants is only a fraction of the quantity imported.

Cotton goods are also manufactured in several plants in South Manchuria. A few large mills are operated by Japanese concerns, and a considerable number of small establishments are under Chinese management. Cotton yarn is the principal product of this branch of Manchuria's manufacturing industry, but small quantities of cloth and knitted goods are also produced.



Attempts have been made to inaugurate a woollen industry in Manchuria, but these have met with small success despite the readiness with which supplies of raw material may be obtained.

*Tobacco Manufacturing.*—Tobacco being one of Manchuria's staple agricultural products and there being also an extensive market throughout the country for smoking tobacco and cigarettes, it is natural that a manufacturing industry should have developed. Factories have been established in Mukden and Harbin, the former city being the centre of heaviest production. A considerable proportion of the raw material used in local establishments is imported for blending with domestic leaf.

*Distilleries.*—The distillation of spirits from kaoliang is one of the more important manufacturing activities in Manchuria. The industry centres in northern districts, particularly in Kirin province, where raw material is considerably lower in price than in more densely populated areas. Annual production is estimated at a value of 2,500,000 yen.

*Ceramics.*—Bricks are a typical Chinese product and have been manufactured throughout Manchuria for many years. A modern industry has sprung up, principally along the line of the South Manchuria Railway, which now supplies all domestic requirements for standard types.

Cement manufacturing has been carried on for some twenty years, chiefly in the Dairen district, and annual production amounts to-day to about 100,000 tons.

Glass is also manufactured in considerable quantities. The principal varieties put out by two Japanese plants include window glass, soda glass, crystal, and plate glass.

*Other Manufactures.*—Although generally regarded as distinct from the ordinary industrial life of the country, several activities of the South Manchuria Railway Company may also be noted in this brief review of manufacturing development. This company's iron works and its other factories concerned with the reduction of oil and the treatment of various minerals rank high among other industrial enterprises, not only in capital investment but also in point of export values.

#### LABOUR

In the past and in her future development as an industrial community Manchuria's labour force forms one of the most favourable factors. Probably in no other country in the world can large numbers of workers be employed at lower wages than in this country. A very large proportion of the labourers in industrial plants are Chinese, the Japanese being unable, in general, to compete with them in the matter of wages.

## MARKET FOR FLOUR, FISH, AND OTHER FOODSTUFFS IN PANAMA

J. A. STRONG, CANADIAN TRADE COMMISSIONER

Panama City, September 21, 1932.—The Republic of Panama, due to the influence of the Panama canal, has developed commercially rather than as a manufacturing or agricultural country. The community is dependent for its economic welfare upon the foreign population in the Canal Zone and the tourists and other transients who pass through the canal. But a small proportion of the food requirements are produced locally, and manufacturing is confined to a comparatively few lines for local consumption. The tariff, with a few exceptions, is designed purely for revenue purposes, although the present

financial position of the country has prompted increases in the rates on certain additional commodities in which Canadian exporters are interested. There are no tariff preferences, irrespective of the origin of imports.

#### FLOUR

The annual requirements of the republic in wheat flour average approximately 175,000 sacks (of 98 pounds). Since there is no milling industry, there is very little variation in consumption from year to year. A few brands dominate the market, but there is a sufficient number of reliable firms in the trade to permit of others being introduced.

Practically all the flour is imported in single cotton sacks of 98 pounds. A small percentage for the interior market is packed in thin cotton sacks with outer coverings of jute. In most cases the flour is mixed by the bakers to suit their own particular needs, a good quality of spring wheat flour being combined with an inferior grade. It would be of advantage to foreign millers to demonstrate to the bakers the advantages of using a good-quality flour. Imported yeast is used by the bakers almost exclusively.

Effective from April 1, 1932, the import duty on flour is 1 cent (U.S.) per kilo (2.2 pounds), a slight increase over the former rate of 40 cents per 46 kilos.

#### POTATOES

As there is no domestic production of potatoes the country is dependent for its requirements upon imports. In 1931 importations totalled 2,989 metric tons as compared with 2,601 tons in 1930 and 3,624 tons in 1929. The United States was the chief source of supply with shipments of 2,940, 2,015, and 3,090 tons respectively in those years. Holland was the only other important supplier, being credited with 25, 465, and 517 tons respectively.

Imports from Canada are credited to the United States, since shipments are routed via New York. The decrease shown in total imports into the republic since 1929 may be attributed to a falling off in consumption due to economic conditions. During the last Canadian season for shipment to Panama—October, 1931, to May, 1932, inclusive—imports amounted to 1,746 tons, or a monthly average of 218 tons. In addition, the American army requirements, which are purchased through Panama merchants, are estimated at 125 tons monthly, and the Canal Zone commissary supplies accounted for an additional 350 tons monthly, or a total for the isthmus of approximately 700 tons monthly.

Shipments of potatoes from Canada to the isthmus were lower last year, amounting to 78,764 bushels as compared with 316,990 bushels in 1930 and 262,089 bushels in 1929.

#### GRADES AND PACKING

The Chinese retail trade takes medium and small potatoes mixed. The better-class trade demands a medium size, and the restaurant and hotel trade prefers a larger size potato. White potatoes are favoured in No. 1 and No. 2 grades mixed.

The form of packing varies; potatoes are imported both in sacks of 90 to 100 pounds and in barrels of 165 pounds. The trend, however, is towards sacks.

#### FISH

Panama is an important market for fish. The trade, however, has declined in recent months, due to an increase in the import duties, effective from April last, on fish of all classes. The present rate is 10 cents per kilo gross. Total consumption under the previous duties exceeded \$400,000 annually. The decline, however, has not been as serious as might have been expected considering present economic conditions. This is particularly true of dried codfish, a product which has long been supplied from the Maritime Provinces. The principal consumers



are West Indians of British extraction who are relatively well paid here in normal times, and even if the duties are not lowered again, it is believed that consumption will eventually approach the former level. The duties have more seriously affected the trade in sardines, and very few are now being imported. California sardines in tomato sauce have practically disappeared from the market. The French sardines are still imported in limited quantities for the better-class trade.

*Dried Codfish.*—Consumption of dried codfish averages around 10,000 cwts. annually. Monthly imports since April under the higher duty have averaged 650 cwts., indicating a relatively small decrease.

*Canned Salmon.*—There is a limited demand for canned salmon, including the lower grades of red, pinks, and chums. The consumption of the better grades of red salmon is restricted by the competition from local fresh fish which is of excellent quality.

*Other Fish.*—Mackerel and haddock are imported in comparatively small quantities, as are also pickled salmon and herring, but the trade is relatively unimportant at present. Fresh fish is not imported, due to climate and lack of adequate cold storage facilities and also because fresh fish is available locally.

#### DAIRY PRODUCTS

While domestic fresh milk is distributed in Panama, the bulk of the requirements in dairy products of all classes is imported.

*Butter.*—Until comparatively recent years butter was imported entirely in tins of various sizes, 6½, 8, 13, and 16 ounces. This trade has now practically disappeared except for small shipments for the interior. United States firms, with Canadian and Danish participating to a lesser extent, controlled the butter trade until the introduction of New Zealand and Australian butter about a year ago. Products of the two latter countries have little competition at present either in the Panama trade or in sales to the Government commissaries in the Canal Zone, although shipments have arrived from the Argentine.

Some firms import butter in bulk and pack it in cartons here, each carton containing four quarter-pounds wrapped separately. In other cases the butter is imported already packed in cartons.

The import duty on butter has been 7 cents per kilo since April last. Previously the duty was 15 per cent ad valorem.

During the first six months of 1932 the average monthly requirements amounted to 136,256 pounds for Panama, exclusive of the Canal Zone. Imports of butter into Panama have increased very considerably since the introduction of the New Zealand and Australian product. In 1931 Canada shipped 61,700 pounds to the isthmus.

*Tinned Milk.*—The most important item under this classification is evaporated milk. A total of 38,552 cases were imported into Panama during the first six months of 1932. Shipments of evaporated milk from Canada to Panama were valued at \$166,620 in 1930, but declined in 1931 to \$22,590. The trade is practically in the hands of two important firms who ship various brands from different export countries, the United States, Canada, Holland, and Denmark. Supplies from Europe have been larger this year, and a new brand from New Zealand has also been effectively introduced. Competition is extremely keen and prices are very low at present.

Imports of condensed milk into Panama during the first half of 1932 amounted to 5,689 cases and of milk powder to 50,741 pounds. Only one brand of the latter sells in any quantity.

The import duty on tinned milk of all classes is 3 cents per kilo gross.

*Cheese.*—Imports of cheddar cheese are very small, the climate being unfavourable. The bulk of the cheese consumed is obtained from Europe.

## REVISION OF SEED POTATO REGULATIONS IN CUBA

E. L. McCOLL, CANADIAN TRADE COMMISSIONER

Havana, September 24, 1932.—A Cuban decree, published on September 3, 1932, places the importation of potatoes for seed purposes under strict Government supervision with the object of protecting home production, stabilizing the market, and safeguarding public revenue.

The new decree repeats several regulations which were already in force. Those which are new and should be noted are the following:—

Importers, who must be of more than one year's standing, are required to obtain a permit from the Department of Agriculture before ordering seed potatoes from a foreign exporter.

On the arrival of the potatoes, for which authorization to purchase has already been given, the buyer shall solicit another permit from the Department of Agriculture authorizing the unloading of the shipment. This will be given after a satisfactory examination of documents and cargo by officials. The customs authorities will not allow the potatoes to be unloaded until the importer presents this second document.

When farmers purchase seed potatoes from an importer, they must produce a permit from the Department of Agriculture. In order to obtain this authority the grower must present a certificate from the Military Command of his district to the effect that his land is prepared for sowing potatoes.

Importers must keep on hand an official ledger bearing the stamp of the Department of Agriculture, which will show all transactions in seed potatoes and which at all times shall be open for inspection.

Shipments are to be accompanied by a commercial invoice and by an official certificate issued by the Canadian authorities nearest the place where the potatoes were cultivated, which states the sale price, inland and ocean freights, and insurance. This invoice and certificate must bear the Cuban Consular visé.

The label on each bag of potatoes, besides carrying information previously required, must now mention the net weight of each sack.

Care should be taken that shipments do not exceed the number specified by the permit, as any excess will be charged duty, which is \$5 per 100 kilograms under the general tariff, applicable to Canada, and \$4 for shipments from the United States.

As shipping documents are to be made out in the name of the importer who has the permit, and therefore may not be issued to order and sent to a bank, shippers should exercise the greatest care with regard to the standing of buyers. Interpreting the law as it reads, it would seem that the exporter is to lose complete control over his produce, and that his reimbursement will lie only in the solidity and willingness to pay of the buyer, unless purchase has been made against an established letter of credit. It is said that since no more shipments on consignment are possible, the Canadian exporter is better protected than previously. Full duty will be demanded on any seed potatoes arriving for which the importer has no permit.

The following regulations which were already in force are repeated in the new decree:—

Only whole potatoes may be imported, the countries of origin being limited to Canada, Bermuda, Canary Islands, and the United States. Official documents certifying to inspection at least twice during growth and once at harvesting, at packing and at shipment must accompany the documentation. A tag on each package must bear the grower's number and the number of the potato certificate, and indicate the variety of the potatoes, where grown, and the net weight of each bag. The period when seed potatoes enter free is from September 15 to



March 15, as before. It is also repeated in the new regulations that importers wishing to sell seed potatoes for consumption purposes shall, after receiving permits from the Government, pay the required customs duties.

The demand will be for less than the 135,000 bags of Red Bliss imported last year, but will exceed the 75,000 bags reported to be available from Canada. The c.i.f. price of \$3 U.S. being quoted at present should therefore remain firm. On October 1, 9,000 bags are due to arrive from Saint John, and from 10,000 to 15,000 on October 12.

## CANADA'S TRADE WITH ECUADOR IN 1930

C. S. BISSETT, CANADIAN TRADE COMMISSIONER

[NOTE.—One sucre equals 20 cents United States]

Lima, Peru, September 1, 1932.—The following articles constituted the bulk of the imports from Canada into Ecuador during the years 1930 and 1929:—

Commodity	1930 Suces	1929 Suces	Inc. or Dec.
Truck chassis . . . . .	66,698	129,450	— 62,752
Passenger cars . . . . .	21,888	40,341	— 18,453
Salmon . . . . .	11,876	46,483	— 34,607
Whisky . . . . .	8,151	2,332	+ 5,819
Iron tubing . . . . .	6,425	.. . .	+ 6,425
Rubber canvas shoes . . . . .	4,965	59	+ 4,906
Preserved fish . . . . .	4,868	11,925	— 7,057
Rubber tires . . . . .	3,843	.. . .	+ 3,843
Men's wool shirts . . . . .	1,618	.. . .	+ 1,618
Evaporated milk . . . . .	1,257	.. . .	+ 1,257
Tar . . . . .	1,200	.. . .	+ 1,200
Sardines . . . . .	.. . .	15,002	— 15,002
Tapestry paper . . . . .	.. . .	3,105	— 3,105
Miscellaneous . . . . .	4,108	3,193	+ 915
Total . . . . .	136,897	251,890	— 114,493

Total imports from Canada in 1929 were worth not much more than \$50,000, and this small figure dropped to a little more than \$27,000 in 1930.

Imports of truck chassis, the most important item in both years, decreased by almost half in conformity with much the same decrease in the total. Passenger cars likewise declined in value in much the same proportion, illustrating the effects of the depression in the territory. Although the total salmon imports dropped off from 62,763 sucres in 1929 to 44,942 sucres in 1930, the difference is more than accounted for by the large decrease in Canada's share of the trade. The United States, in fact, rose from second to first place, and increased its exports from 14,486 sucres in 1929 to 31,175 sucres in the year under review. Rye whisky, a well-known Canadian brand, showed considerable improvement although rye is not a popular beverage, nor does it constitute more than a very small proportion of the total whisky imports, which are chiefly of Scotch. Iron tubing made its first appearance in the list of imports in the year under review, as no shipments of this material from Canada in 1929 are recorded. Rubber-soled canvas shoes increased somewhat in value, and although the amount recorded is only a very small part of the total it indicates a possibility of greater returns in future years. Canned fish, other than salmon or sardines, also decreased considerably, the United States having augmented its share of a decreased import total. The Canadian share of the sardine trade disappeared in the year under review. Determined efforts have since been made to regain some of this business, but the Ecuadorean preference is chiefly for the Californian sardine packed in 1-pound oval tins, and it is unlikely that the Canadian type of fish and packing will, at the price, find any favour in this market. Small quantities of rubber tires, men's woollen shirts, and tar appear in the trade returns for the first time, whereas the small trade in tapestry paper obtained in 1929 disappeared in 1930. Beyond the items mentioned, none exceeded \$200 in value in either year.

The miscellaneous item in the above table was made up in 1929 of the following, only a few of which were repeated in 1930: preserved fruits, wheat flour, caramels, tea, gin, fruit juices, pharmaceutical preparations, water meters, car parts, hair brushes, calendars, prints, writing blocks, wallpaper, visiting cards, children's cotton stockings, cotton piece goods, men's cotton shirts, nail brushes, floor brushes, artists' brushes, woollen garments n.e.i., silk ties, small leatherware, rubber and other toys. The 1930 miscellaneous total was composed of live birds, biscuits, flour, bonbons, gin, printing ink, glue, iron tubing accessories, expanded metal, nails, miscellaneous forged iron, miscellaneous articles of copper, jewelry, electric utensils, rubber tubes, cotton belts, miscellaneous cotton articles, women's silk underwear, small leatherware, and a few samples.

### REGULATIONS GOVERNING THE PACKING AND MARKING OF FOOD PRODUCTS IN ARGENTINA

The office of the Canadian Trade Commissioner in Buenos Aires advises under date September 10, 1932, that a decree was issued by the Argentine Minister of Finance on August 20, 1932, amending the existing law relating to the marking and packing of food products (see *Commercial Intelligence Journal* No. 1488, August 6, 1932, page 240). The principal amendment permits of an increase in the acidity reaction allowed for food products packed in brine or liquids of acid reaction. All metal containers in which liquids of acid reaction are packed must be internally varnished; the amendment defines acid reaction as follows:—

. . . the term acid reaction for the effects of the application of this article will be determined as that which exceeds an acidity equivalent to 8 cubic centimetres of normal sodium hydrate per cent by weight of the pasty substance or of the liquid, whichever is the case.

Formerly the law defined acid reaction as equivalent to 6 cubic centimetres of normal sodium hydrate, etc.

As regards the marking of containers of food products, the new decree states that the labels must be printed with indelible ink or they may be perforated. No indication of the date of manufacture is required for hard cheeses, while semi-hard cheese, such as Dutch, Gruyère, and similar types, must show the year of its manufacture. Formerly all cheeses were required to show the month and year of packing or manufacture.

Exemptions from the packing and marking rules are extended by the amendment to the following cases:—

(1) Products imported in provisional packings, which products will be made up into small packages for sale.

(2) Free samples, as long as these have a note to this effect in Spanish (*muestras gratis*) and can be distinguished as samples by their size and contents.

(3) Products imported for private consumption, as long as they do not exceed per annum 100 kilograms net for foodstuffs and ten cases of twelve bottles or its equivalent for wines and liquors in general.

The amendment will take effect 120 days from the date of issue, that is on December 19, 1932.

### SHIPMENTS TO MANCHURIA

Mr. Paul Sykes, Canadian Trade Commissioner at Dairen, Manchuria, cables that a customs notice published in Shanghai newspapers states that Chinese import duty will be applied to foreign goods for Dairen, Manchuria, if they are transhipped at Chinese ports. Our Trade Commissioner advises shippers of goods to Kwantung Leased Territory and Manchuria to route their goods via Kobe or Hongkong.



## NORWEGIAN MARKET FOR EVAPORATED APPLES

FREDERICK H. PALMER, CANADIAN TRADE COMMISSIONER

Oslo, August 24, 1932.—Like most of the northern European countries, Norway is an important consumer of fruits both fresh and evaporated. One of the most important of these commodities is evaporated apples. No indication of the size of the market for evaporated apples in Norway can be gathered from a study of the imports since they are not specified but included under the heading "other dried fruits," but the bulk of these are undoubtedly evaporated apples. The total quantity of "other dried fruits" imported during 1931 was 1,058,068 kilos compared with 803,132 kilos during 1930. Detailed statistics of imports by country of origin for 1931 are not available, but the 1930 trade figures show that of the total imports 733,900 kilos came from the United States.

The Canadian trade statistics show that during the fiscal years 1930 and 1931, ended March 31, Canada shipped to Norway 21,658 kilos and 16,667 kilos respectively of evaporated apples.

### QUALITY DEMANDED

The market in Norway demands the best procurable products. Initial prices may be high, but as the rates of customs duties are often proportionately higher, it is only the better classes of merchandise which can bear the added specific rates of duties. Evaporated apples are included in this large group of imports which is under the handicap of high specific rates of duty, and the greater demand is for the better grades. Little Canadian evaporated fruit is sold here, the market for evaporated apples being supplied almost entirely by the products of the United States. Both California and New York State packs are sold in Norway, although some Oregon packs are sometimes called Californian and sold as such. Of the imports from the United States, those of the so-called Californian grades make up from 75 to 90 per cent of the total and those from New York from 10 to 25 per cent.

Only extra choice fruit is imported from California, and prime or Rochester prime from New York. Almost the entire demand has been for rings, but an increasing market for quarters is noticeable. Only fruit of the whitest colour is in demand.

The package generally required is the ordinary small wooden case containing 50 or 25 pounds. Some importers report that their suppliers are changing the sizes of the packages so that they contain 25 and 12½ kilos each.

No apples are being distributed in Norway packed in cardboard, and there is no standard practice as regards lining.

Some importers are satisfied with the stencilling of the grade of the contents on the outside of the package; others require certificates as to quality. Such certificates are issued by the Californian Dried Fruit Packers' Association or by official inspectors.

The consumption of evaporated apples in Norway appears to be divided equally among bakeries and households.

### QUOTATIONS AND PAYMENT

Prices presently being quoted vary from \$7.35 to \$7.70, New York funds, for rings, extra choice grades, per 50 kilos, packed in 25-kilo or 50-pound boxes, c.i.f. Oslo. If the fruit is desired in 12½-kilo or 25-pound boxes, the price is increased by 55 cents per 50 kilos.

The prices for quarters of similar grades are about 55 cents higher than for rings.

Opening prices are sent to importers as soon as a fair and reliable estimate can be made of the apple crop, and other data are available on which an exporter

can base his prices with some accuracy. These prices are usually received by the importers towards the end of July, or not later than early in August. Most of the orders are placed in the months of August to October, although subsequent orders can be placed as late as April. The principal months of delivery are November, December, and January, but for the convenience of importers who place late orders, shipment may be made as late as April or May.

The usual terms of payment are the same as those current for most food-stuffs—that is cash against documents, three days' sight, Norwegian bank. It is understood that no business is done on the basis of a letter of credit.

#### CUSTOMS DUTY

Dried apples are subject to a rate of duty (inclusive) of 1.08 kroner per kilo, being equivalent to 13 cents per pound. Duty is levied only on the actual weight of the dried apple contents.

Canadian exporters of this commodity who are not at present adequately represented in this market are invited to correspond with the Canadian Trade Commissioner at Oslo, who is in a position to recommend agents.

### TENDERS INVITED

#### Australia

Copies of tender forms and specifications have been received from Mr. D. H. Ross, Canadian Trade Commissioner in Melbourne, for material required by the Postmaster-General's Department, Melbourne.

These tender forms and specifications are open to the inspection of interested Canadian manufacturers at the Department of Trade and Commerce, Ottawa (refer to file No. 13945). Tenders should be promptly mailed to the Deputy Director, Posts and Telegraphs, Melbourne, Australia, by registered post, and endorsed "Tenders for Multiple Twin Cable, Schedule C.884."

Particulars of the requirements are briefly outlined thus: cable, paper insulated, lead covered, multiple twin; in accordance with specification No. 460C and special condition No. 8. Alternative total quantities. (Tenders close December 20.)

#### New Zealand

Copies of specifications have been received from Mr. H. L. E. Priestman, Acting Trade Commissioner at Auckland, N.Z., for equipment required by the Post and Telegraph Department of the New Zealand Government. These specifications are open for inspection at the Department of Trade and Commerce, Ottawa. Tenders should be addressed to the Secretary (Stores Division), General Post Office, Wellington, in accordance with these specifications.

*Post and Telegraph Department.*—Twelve chairs, office, bentwood, revolving, tip-up pattern, fitted with 3-ply perforated seats; twelve chairs, office, "Douglas," with 3-ply perforated seats (height of leg to be 17 inches from floor to seat); two dozen seats, 3-ply, perforated, 18 inches square, for "Douglas" chairs (tenders close October 31).

### TARIFF CHANGES AND CUSTOMS REGULATIONS

#### Irish Free State Bounty on Live Cattle

Mr. W. A. Wilson, Animal Products Trade Commissioner in London, cables that, effective October 5, 1932, the Irish Free State Government will pay a bounty equal to 12½ per cent of the declared value on live cattle exported from Free State ports to the United Kingdom and 10 per cent on cattle exported to Northern Ireland.



### Irish Free State Tariff Changes

Mr. John H. English, Canadian Trade Commissioner in Dublin, cables that the Irish Free State, as from September 28, imposes new duties on certain agricultural products as follows:—

	Former Tariff		New Tariff	
	British Preferential Tariff	General Tariff	British Preferential Tariff	General Tariff
Maize . . . . . per cwt.	Free	Free	5s.	7s. 6d.
Oats . . . . . per cwt.	1s. 8d.	2s. 6d.	5s.	7s. 6d.
Barley . . . . . per cwt.	Free	Free	5s.	7s. 6d.
Malting barley . . per cwt.	Free	Free	7s.	10s. 6d.
Oatmeal . . . . . per cwt.	4s.	6s.	10s.	15s.
Hay . . . . . per cwt.	Free	Free	6s.	9s.
Maize meal . . . . per cwt.	Free	1s.	6s.	9s.

### Irish Free State Emergency Tariff Concession on Motor Chassis

The office of the Trade Commissioner in Dublin advises under date September 19, 1932, that in accordance with a ruling of the Department of Industry and Commerce a remission of the 20 per cent emergency duty imposed July 26 on motor chassis imported from Great Britain is to be allowed, provided that these chassis will be fitted with Irish-built bodies. Consequently, when imported under this condition, British chassis are on an equal footing with similar imports from other Empire countries, the preference rate of duty being 22 $\frac{2}{9}$  per cent and the general rate 33 $\frac{1}{3}$  per cent. This concession is being given to encourage the body-building industry.

### Irish Free State Duty on Wireless Apparatus

The office of the Trade Commissioner in Dublin advises under date September 19, 1932, that the Irish Free State Revenue Commissioners have announced that, for the purpose of the construction of section 21 (1) of the Finance Act, 1932, they are prepared to regard as liable to duty at the rate of 33 $\frac{1}{3}$  per cent ad valorem any part of wireless apparatus (even though composite in itself) which is imported in the least degree of assembly in which it would ordinarily be bought by a person engaged in the construction of wireless apparatus. Accordingly, such items as a cone (or in the case of moving coil loud-speakers, cone with magnet attached), chassis, baffle board cabinet, would be regarded as liable to duty at this rate.

Dry batteries and low-tension accumulators will similarly be subject to duty at 33 $\frac{1}{3}$  per cent, as also eliminators.

Completed receivers are dutiable at 50 per cent.

As regards imports of wireless apparatus from Great Britain, the 20 per cent emergency duties apply in addition to the above.

There is no preferential rate of duty on imports of wireless apparatus into the Irish Free State.

### Netherlands Requires Certificate of Origin for Milk Powder

The Consul General of the Netherlands has advised that milk powder and other solid milk products may only be imported into the Netherlands if accompanied by a certificate of origin. In Canada these certificates will be issued by the Netherlands Consular officers.

## BRITISH MERCHANDISE MARKS ACT

## MEAT AND POULTRY

The Board of Trade announce that an application for an Order in Council under the Merchandise Marks Act to require the marking of imported meat and of imported dressed or undressed poultry with an indication of origin has been referred for inquiry to the Merchandise Marks Committee. For the purpose of this application, the term "meat" includes beef, veal, mutton, lamb, bacon, ham, pork, offals, and sausages.

## FOREIGN EXCHANGE QUOTATIONS FOR WEEK ENDING OCT. 3

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending October 3, 1932, with the official bank rate. Quotations for the week ending September 26, 1932, are also given for the sake of comparison:—

Country	Unit	Nominal Quotations in Montreal Week ending Sept. 26	Nominal Quotations in Montreal Week ending Oct. 3	Official Bank Rate
Austria . . . . .	Schilling	\$ .1559	\$ .1551	6
Belgium . . . . .	Belga	.1533	.1526	3½
Bulgaria . . . . .	Lev	.0079	.0079	8
Czechoslovakia . . . . .	Krone	.0327	.0325	4½
Denmark . . . . .	Krone	.1983	.1973	4
Finland . . . . .	Markka	.0171	.0168	6½
France . . . . .	Franc	.0432	.0430	2½
Germany . . . . .	Reichsmark	.2631	.2617	4
Great Britain . . . . .	Pound	3.8177	3.7975	2
Greece . . . . .	Drachena	.0069	.0069	10
Holland . . . . .	Guilder	.4436	.4416	2½
Hungary . . . . .	Pengo	.1934	.1925	5
Italy . . . . .	Lira	.0566	.0563	5
Jugo-Slavia . . . . .	Dinar	.0190	.0189	7½
Norway . . . . .	Krone	.1928	.1916	4
Portugal . . . . .	Esendo	.0353	.0351	6½
Romania . . . . .	Lei	.0066	.0065	7
Spain . . . . .	Peseta	.0905	.0900	6½
Sweden . . . . .	Krona	.1961	.1950	3½
Switzerland . . . . .	Franc	.2131	.2120	2
United States . . . . .	Dollar	1.1050	1.0993	2½
Argentina . . . . .	Peso (Paper)	.2817	.2817	—
Brazil . . . . .	Milreis	.0828	.0824	—
Chile . . . . .	Peso	.0676	.0673	4½
Colombia . . . . .	Peso	1.0552	1.0526	5
Mexico . . . . .	Peso	.3453	.3435	6-7
Peru . . . . .	Sol	.2210	.2198	6
Venezuela . . . . .	Bolivar	.1602	.1621	—
Uruguay . . . . .	Peso	.5221	.5194	—
Cuba . . . . .	Peso	1.1042	1.0986	—
Hongkong . . . . .	Dollar	.2596	.2578	—
India . . . . .	Rupee	.2900	.2885	4
Japan . . . . .	Yen	.2668	.2583	4.38
Java . . . . .	Guilder	.4431	.4430	4½
Shanghai . . . . .	Tael	.3397	.3366	—
Siam . . . . .	Baht (Tical)	.....	.....	—
Straits Settlements . . . . .	Dollar	.4530	.4479	—
British Guiana . . . . .	Dollar	.8066	.8025	—
Jamaica . . . . .	Pound	3.8675	3.8478	—
Other British West Indies . . . . .	Dollar	.8066	.8025	—
Martinique . . . . .	Franc	.0433	.0430	—
Guadeloupe . . . . .	Franc	.0433	.0430	—
Australia . . . . .	Pound	3.0556	3.0395	—
Egypt . . . . .	Pound (100 piastres)	3.9155	3.8948	—



## TRADE OPPORTUNITIES ABROAD FOR CANADIAN PRODUCTS

The Trade Inquiries for Canadian products published below have been received since the publication of the last issue of the *Commercial Intelligence Journal*. Interested exporters may secure the names and addresses of the firms making these inquiries, together with further details regarding the commodities required, on application to the Director, Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa, or—

### Secretary, Board of Trade—

Saint John, N.B.,  
Halifax, N.S.,  
Quebec, P.Q.,  
Montreal, P.Q.,

Toronto, Ont.,  
Woodstock, Ont.,  
St. Mary's, Ont.,  
Portage la Prairie, Man.,

St. Boniface, Man.,  
Winnipeg, Man.,  
Vancouver, B.C.,  
New Westminster, B.C.

### Secretary, Chamber of Commerce—

Sherbrooke, P.Q.,  
Kingston, Ont.,  
Oshawa, Ont.,

Belleville, Ont.,  
Peterborough, Ont.,  
Hamilton, Ont.,

London, Ont.,  
Victoria, B.C.,  
Prince Rupert, B.C.

Border Chamber of Commerce, Windsor, Ont.

Industrial Commissioner, Stratford, Ont.

La Chambre de Commerce, de Montréal, 25 St. James E, Montreal, P.Q.

### Secretary, Canadian Manufacturers' Association—

Toronto, Ont.,  
Montreal, P.Q.,

Winnipeg, Man.,  
Edmonton, Alta.,

Vancouver, B.C.,  
Victoria, B.C.

The Maritime Provinces Trade Commissioner, 122 Federal Building, Toronto, Ont.

The Bureau of Provincial Information, Victoria, B.C.

**Canadian exporters should, for follow-up purposes, transmit a copy of any reply sent in response to a Trade Inquiry to the Trade Commissioner in the territory from which the inquiry emanated.**

## Foodstuffs

683. FOOD PRODUCTS.—Import agent in Tunis wishes to secure representation of Canadian exporters of food products.

684. TURKEYS.—A firm in Hamburg, Germany, desire contact with Canadian firms in a position to quote on frozen turkeys, c.i.f. Hamburg, for reshipment from the Free Port.

## Miscellaneous

685. HEAVY CHEMICALS.—A representative of foreign firms in The Hague, Holland, desires to act as agent for a Canadian manufacturer of heavy chemicals.

686. ALUMINIUM WARE.—Cairo firm of importers and commission agents desire to hear from Canadian manufacturers of aluminium ware for household purposes, with particulars and prices c.i.f. Alexandria.

687. RUBBERIZED CLOTH.—A Lausanne, Switzerland, firm desire the agency for rubberized cloth for automobile tops.

688. FURS AND PELTS.—A firm in Hamburg, Germany, seek the agency for a Canadian exporter of furs and pelts of all kinds.

689. GYPSUM PLASTER.—A Singapore, Straits Settlements, firm desire to purchase gypsum plaster.

690. JACKS.—A firm of manufacturers' representatives in New Zealand desire to hear from Canadian manufacturers of motor car jacks (similar to those manufactured by the Walker Manufacturing Company, Racine, Wis., U.S.A.) who are not already represented in New Zealand. Price lists and discounts are desired, together with full catalogue information.

## PROPOSED SAILINGS FROM CANADIAN PORTS

*(The sailing dates are approximate and subject to change without notice)*

### From Montreal

*To Liverpool.*—Duchess of Richmond, Oct. 14 and Nov. 11; Duchess of Atholl, Oct. 21; Duchess of Bedford, Oct. 28; Duchess of York, Nov. 4—all Canadian Pacific; Laurentic, White Star Line, Oct. 15 and Nov. 12; Antonia, Cunard Line, Oct. 28.

*To London.*—Beaverdale, Oct. 14; Beaverbrae, Oct. 21; Beaverhill, Oct. 28; Beaverford, Nov. 4; Beaverburn, Nov. 11—all Canadian Pacific; Alaunia, Oct. 14 and Nov. 11; Aurania, Oct. 21; Ausonia, Oct. 28; Ascania, Nov. 4—all Cunard Line.

*To Southampton.*—Montrose, Oct. 27; Montcalm, Nov. 10—both Canadian Pacific.

*To Manchester.*—Manchester Producer, Oct. 13; Manchester Division, Oct. 20; Manchester Brigade, Oct. 27; Manchester Commerce, Nov. 3; Manchester Citizen, Nov. 10—all Manchester Line.

*To Avonmouth, Cardiff and Swansea.*—Kastalia, Oct. 19; Vardulia, Nov. 9; Concordia, Nov. 16—all Cunard-Donaldson Line; Norwegian, Dominion Line, Oct. 29.

*To Glasgow.*—Sulairia, Oct. 14 and Nov. 11; Athenia, Oct. 21; Airthria, Oct. 28; Letitia, Nov. 4—all Anchor-Donaldson Line.

*To Newcastle and Leith.*—Cairndhu, Oct. 14 (calls at Hull but not at Leith); Cairnglen, Oct. 21 (also calls at Dundee); Cairnross, Nov. 4; Cairngowan, Nov. 11 (calls at Hull but not at Leith)—all Cairn-Thomson Line.

*To Belfast.*—Fanad Head, Head Line, Oct. 22 (cargo accepted for Londonderry).

*To Dublin.*—Dunaff Head, Oct. 12; Carrigan Head, Oct. 22—both Head Line (cargo accepted for Cork).

*To Antwerp.*—Beaverdale, Oct. 14; Beaverbrae, Oct. 21; Beaverford, Nov. 4; Montcalm, Nov. 10—all Canadian Pacific; Lista, Oct. 11; Hada County, Oct. 31; Brant County, Nov. 11—all County Line (also call at Havre).

*To Hamburg.*—Montrose, Oct. 27; Beaverburn, Nov. 11—both Canadian Pacific; Goslar, Hamburg American-North German Lloyd Line, Oct. 20 (calls at Bremen).

*To South France and Italian Ports.*—Valleluca, Oct. 20; Valprato, Oct. 30; Valcerusa, Nov. 5; Valrossa, Nov. 12; Valfiorita, Nov. 18—all Lloyd Mediterraneo Italian Service.

*To Norwegian Ports.*—Idefjord, October; Kristianiafjord, October; Tanafjord, October—all North American Line.

*To Scandinavian and Baltic Ports.*—Korsholm, Oct. 13; Braeholm, Oct. 28; Ragnhildsholm, Nov. 5—all Swedish-America-Mexico Line; a steamer, Scandinavian-American Line, Oct. 15 (does not call at Gothenburg).

*To St. John's, Nfld., and St. Pierre-Miquelon.*—Belle Isle, Newfoundland-Canada SS., Oct. 15 and 29 and Nov. 12; Silvia, Furness-Red Cross Line, Oct. 21 and Nov. 4.

*To Cornerbrook, Nfld.*—North Voyageur, Oct. 10 and 24 and Nov. 7; New Northland, Oct. 19 and Nov. 2 and 16—both Clarke SS. Co.

*To Hamilton (Bermuda), Puerto Rico, St. Kitts, Antigua, St. Lucia, Guadeloupe, Martinique, Barbados, St. Vincent, Grenada, Trinidad and Demerara.*—Colborne, Oct. 21; Cornwallis, Nov. 4—both Canadian National.

*To Hamilton (Bermuda), Nassau (Bahamas), Kingston (Jamaica), and Belize (British Honduras).*—Cavelier (does not call at Hamilton or Nassau), Oct. 14 and Nov. 11; Lady Somers, Oct. 20 and Nov. 17; Cathcart (calls at St. Georges but not at Hamilton or Nassau), Oct. 28; Lady Rodney, Nov. 3—all Canadian National.

*To Bermuda, St. Kitts, Antigua, Guadeloupe, Dominica, Martinique, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo.*—Marie Horn, Oct. 10; Lorentz W. Hansen, Oct. 25; a steamer, Nov. 9—all Ocean Dominion SS. Corp.

*To Tampico and Vera Cruz.*—A steamer, Canadian National, weekly.

*To Montevideo and Buenos Aires.*—A steamer, Canadian South American Line, Oct. 15.

*To Colombia, Ecuador, Peru and Chile.*—A steamer, Canadian National monthly.

*To Auckland, Wellington, Lyttelton, Dunedin, Brisbane, Sydney and Melbourne.*—Canadian Highlander, Canadian National, Oct. 28.

*To West and South African Ports.*—Calgary, Elder Dempster & Co., Ltd., Oct. 25.

### From Halifax

*To Liverpool.*—Nova Scotia, Oct. 18; Newfoundland, Nov. 8—both Furness Line; Ninian, Leyland Line, Oct. 26; Manchester Hero, Manchester Line, Oct. 29.

*To London.*—London Exchange, Furness Line, Oct. 10; Sardinian Prince, Oct. 24; Italian Prince, Nov. 7; Corsican Prince, Nov. 21—all Furness Prince Line.

*To London, Havre and Antwerp.*—Minnewaska, Red Star Line, Oct. 16.

*To Manchester.*—Manchester Producer, Oct. 16; Manchester Regiment, Oct. 23; Manchester Division, Oct. 30—all Manchester Line; Ninian, Leyland Line, Oct. 26.

*To Antwerp.*—Westernland, Oct. 23; Pennland, Nov. 6—both Red Star Line.

*To Gothenburg.*—Kungsholm, Oct. 15; Drottningholm, Oct. 27; Gripsholm, Nov. 5—all Swedish-American Line.

*To St. John's, Nfld., and St. Pierre-Miquelon.*—H. J. Kyvig, Oct. 10 and 29 and Nov. 19; Magnhild, Oct. 11 and 25 and Nov. 8—both Newfoundland-Canada SS.; Dominica, Furness-Red Cross Line, Oct. 18; Nova Scotia, Oct. 18; Newfoundland, Nov. 8—both Furness Line (do not call at St. Pierre).

*To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.*—Lady Nelson, Oct. 18; Lady Hawkins, Nov. 1; Lady Drake, Nov. 15—all Canadian National.

*To Santiago (Cuba) and Kingston (Jamaica).*—Andalusia, Oct. 12 and Nov. 9 (calls at Montego Bay and other Jamaican outports); Calabria, Oct. 26—both Pickford & Black, Ltd.

*To Bermuda, St. Kitts, Antigua, Guadeloupe, St. Lucia, Dominica, Martinique, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo.*—Marie Horn, Oct. 15; Lorentz W. Hansen, Oct. 30; a steamer, Nov. 14—all Ocean Dominion SS. Corp.



*To Hamilton (Bermuda), Nassau (Bahamas), Kingston (Jamaica), and Belize (British Honduras).—Cavelier (does not call at Hamilton or Nassau), Oct. 17 and Nov. 14; Cathcart (calls at St. Georges, Bermuda, but not at Hamilton or Nassau), Oct. 31—both Canadian National.*

*To Hamilton (Bermuda), Puerto Rico, St. Kitts, Antigua, St. Lucia, Guadeloupe, Martinique, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Chomedy, Oct. 11; Colborne, Oct. 25; Cornwallis, Nov. 8—all Canadian National.*

### From Saint John

*To Alexandria, Port Said, Suez, Aden, Karachi, Bombay, Colombo, Madras, Rangoon and Calcutta.—City of Kimberley, American and Indian SS., Oct. 27 (cargo accepted for other Eastern ports, also for British East African ports).*

*To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Nelson, Oct. 10; Lady Hawkins, Oct. 24; Lady Drake, Nov. 7—all Canadian National.*

*To Kingston and Jamaican Outports.—San Benito, Oct. 13; San Blas, Oct. 27; San Bruno, Nov. 10—all United Fruit Line.*

### From Quebec

*To Southampton.—Empress of Britain, Canadian Pacific, Oct. 15.*

### From New Westminster

*To London, Liverpool and Glasgow.—Gregalia, Oct. 12; Cortona, Oct. 30; Modavia, Nov. 16—all Balfour Guthrie & Co.*

*To United Kingdom Ports.—Bencluch, Anglo-Canadian Shipping Co., Oct. 10; Nietheroy, Royal Mail Line, Oct. 12; Tacoma City, T. A. Lee & Holway, Oct. 15; Viking Star, American Mail Line, Oct. 20.*

*To Japanese Ports.—Wales Maru, Yamashita Shipping Co., Oct. 10; Koryu Maru, Empire Shipping Co., Oct. 15.*

*To Shanghai.—City of Victoria, Oct. 12; City of Vancouver, Oct. 20—both Anglo-Canadian Shipping Co.; Selandia, B. L. Johnson Walton Co., Oct. 25.*

*To South American Ports.—Cuzco, C. Gardner Johnson Co., Oct. 10.*

### From Vancouver

*To Yokohama, Kobe, Shanghai and Hongkong.—Heian Maru, Oct. 20; Hikawa Maru, Nov. 17—both Nippon Yusen Kaisha (also call Osaka); Seattle, Tacoma Oriental SS. (calls Tsingtao, Dairen, Taku Bar and Otaru but not at Hongkong), Oct. 20; Tantalus, Blue Funnel Line, Oct. 30.*

*To Yokohama, Kobe, Shanghai, Hongkong and Manila.—Empress of Canada (calls Honolulu), Oct. 22; Empress of Russia (calls Nagasaki), Nov. 5; Empress of Japan (calls Honolulu), Nov. 19—all Canadian Pacific; Olympia, Oct. 8; Grays Harbour, Nov. 8—both Tacoma Oriental SS. (call Osaka, Iloilo, Cebu and Legaspi but not at Shanghai).*

*To Yokohama and Osaka.—Koryu Maru, Empire Shipping Co., Ltd., Oct. 15.*

*To Honolulu, Suva, Auckland and Sydney.—Niagara, Oct. 12; Aorangi, Nov. 9—both Canadian-Australasian Line, Ltd.*

*To Sourabaya, Samarang, Batavia, Singapore, Belawan Deli, Penang, Rangoon and Calcutta.—Silverhazel, Oct. 16; Saparoea, Nov. 16—both Silver-Java-Pacific Line (also call Manila and Iloilo).*

*To Auckland, Wellington, Melbourne and Sydney.—Golden Coast, Oct. 17; Golden Eagle, Nov. 17—both Oceanic and Oriental Navigation Co. (also call Lyttelton and Dunedin); Wairuna, Canadian-Australasian Line, Nov. 1 (also calls New Plymouth, Lyttelton and Dunedin).*

*To Brisbane, Sydney, Newcastle, Melbourne and Adelaide.—Tolken, Empire Shipping Co., Nov. 2.*

*To Liverpool, London, Southampton and Rotterdam.—Loch Goil, Oct. 22; Nebraska, Nov. 5—both Royal Mail Lines, Ltd.*

*To London, Hull, Bergen and Oslo.—Granville, Fred Olsen Line, Oct. 27.*

*To Marseilles, Genoa, Leghorn, Naples, Venice and Trieste.—Rialto, Oct. 18; California, Nov. 12—both Empire Shipping Co., Ltd.*

*To Havre, Dunkirk, Bordaux and Antwerp.—Wisconsin, Oct. 20; Winnipeg, Oct. 31; Oregon, Nov. 19—all Empire Shipping Co., Ltd.*

*To Scandinavian Ports.—Canada, Oct. 24; Buenos Aires, Nov. 18—both Johnson Line.*

*To Port of Spain (Trinidad) and Bridgetown (Barbados).—A steamer, Canadian Transport Co., Ltd., October.*

*To Montevideo and Buenos Aires.—Hoyanger, Westfal-Larsen Co., Nov. 10 (cargo accepted for Pernambuco, Bahia, Rosaric, Santa Fé and other ports).*

**Note.—Firms who desire information concerning ocean mail services may have their names placed on the mailing list of the Post Office Weekly Bulletin by applying to the Post Office Department.**

607

# COMMERCIAL INTELLIGENCE SERVICE

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## CANADIAN GOVERNMENT TRADE COMMISSIONERS

### Argentine Republic

ACTING TRADE COMMISSIONER, B. Mitre 430, Buenos Aires (1). (Territory includes Chile and Uruguay.) *Cable address, Canadian.*

### Australia

D. H. ROSS. Address for letters—Box 196C, G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable address, Canadian.*  
*Commercial Agent:* B. MILLIN, The Royal Exchange, Sydney, N.S.W.

### Belgium

HENRI TURCOT, 98 Boulevard Adolphe Max, Brussels. *Cable address, Canadian.*

### Brazil

A. S. BLEAKNEY. Address for letters—Caixa Postal 2164, Rio de Janeiro. Office—Ed. Da "A. Noite," Sala 802, Praca Maua. *Cable address, Canadian.*

### British West Indies

*Trinidad:* ACTING TRADE COMMISSIONER. Address for letters—P.O. Box 125, Port of Spain. Office—Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, and British Guiana.) *Cable address, Canadian.*

*Jamaica:* F. W. FRASER, P.O. Box 225. Office—Canadian Bank of Commerce Chambers, Kingston. (Territory covers Jamaica, Hayti, the Bahamas, and British Honduras.) *Cable address, Canadian.*

### China

L. M. COSGRAVE. Address for letters—P.O. Box 264, Shanghai. Office—Daily News Building, 17 The Bund, Shanghai. *Cable address, Canadian.*

PAUL SYKES. Address for letters—P.O. Box 160, Dairen, Manchuria. Office—Cornabe Building, 1 Higashi-Koen-Cho, Dairen, Manchuria. (Territory covers Manchuria.) *Cable address, Canadian.*

### Cuba

E. L. McCOLL. Address for letters—Apartado 1945, Havana. Office address—Royal Bank of Canada Building, Calle Aguiar 75, Havana. (Territory includes San Domingo and Puerto Rico.) *Cable address, Canadian.*

### Egypt

YVES LAMONTAGNE. Address for letters—P.O. Box 1770, Cairo. Office—22 Shari Kasr el Nil, Cairo. (Territory includes the Sudan, Palestine, Cyprus, Iraq, Syria, and Persia.) *Cable address, Canadian.*

### France

HERCULE BARRÉ, 3 rue Scribe, Paris (9). (Territory includes French Colonies in North Africa.) *Cable address, Cancomac.*

### Germany

ACTING TRADE COMMISSIONER, Mönckebergstrasse 31, Hamburg. (Territory covers Germany—except the Rhine Valley—Czechoslovakia, Austria, and Eastern European countries.) *Cable address, Canadian.*

### Greece

ACTING TRADE COMMISSIONER, 1 Corai Street, Athens. (Territory includes Turkey.) *Cable address, Canadian.*

### Hongkong

V. E. DUCLOS. Address for letters—P.O. Box 80, Hongkong. Office—Gloucester Building, Hongkong. (Territory includes South China, the Philippines, British North Borneo, and Indo-China.) *Cable address, Canadian.*

### India and Ceylon

R. T. YOUNG. Address for letters—P.O. Box 2003, Calcutta. Office—8 Esplanade Mansions, Government Place East, Calcutta. *Cable address, Canadian.*

### Irish Free State and Northern Ireland

J. H. ENGLISH, 66 Upper O'Connell Street, Dublin, Irish Free State (*cable address, Canadian*); and 44 Ann Street, Belfast, Northern Ireland (*cable address, Adanac*).



608  
**CANADIAN GOVERNMENT TRADE COMMISSIONERS—Con.**

**Italy**

A. B. MUDDIMAN, Via Manzoni Nr. 5, Milan (102). (Territory includes Spain, Portugal, Gibraltar, Canary Islands, Malta, Italian Colonies in Africa, Albania, and Jugoslavia.) *Cable address, Canadian.*

**Japan**

*Tokyo*: J. A. LANGLEY, Commercial Secretary; RICHARD GREW, Trade Commissioner. Address for letters—P.O. Box F101, Tokyo Central. Office—Imperial Life Assurance Building, Marunouchi, Tokyo. *Cable address, Canadian.*

*Kobe*: ACTING TRADE COMMISSIONER. Address for letters—P.O. Box 230, Kobe. Office—Chamber of Commerce Building, Kobe. *Cable address, Canadian.*

**Mexico**

ACTING TRADE COMMISSIONER. Address for letters—Apartado Num. 126-bis, Mexico City. Office—Edificio Banco de Londres y Mexico, Num. 30, Mexico City. (Territory includes Central American Republics.) *Cable address, Cancoma.*

**Netherlands**

J. C. MACGILLIVRAY, Beursplein 26B, Rotterdam. (Territory includes the Rhine Valley and Switzerland.) *Cable address, Canadian.*

**Netherlands East Indies**

G. R. HEASMAN. Address for letters—P.O. Box 84, Batavia, Java. Office—Chartered Bank Building, Melacca St., Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, and Siam.) *Cable address, Canadian.*

**New Zealand**

C. M. CROFT. Address for letters—P.O. Box 33, Auckland. Office—Yorkshire House, Shortland Street, Auckland. (Territory includes Fiji and Western Samoa.) *Cable address, Canadian.*

**Norway**

F. H. PALMER, Jernbanetorvet 4, Oslo. (Territory includes Scandinavian countries and Finland.) *Cable address, Canadian.*

**Panama**

J. A. STRONG. Address for letters—P.O. Box 222, Panama City. Office—Royal Bank of Canada Building, Santa Ana Plaza, Panama City. (Territory includes Venezuela and Colombia.) *Cable address, Canadian.*

**Peru**

C. S. BISSETT. Address for letters—Casilla 1212, Lima. Office—Calle Coca, 478, Lima. (Territory includes Bolivia and Ecuador.) *Cable address, Canadian.*

**South Africa**

G. R. STEVENS. Address for letters—P.O. Box 683, Cape Town. Office—Cleghorn & Harris Building, Adderley Street, Cape Town. (Territory includes Southwest Africa, the Rhodesias, Nyasaland, Tanganyika Territory, and Kenya Colony.) *Cable address, Cantracom.*

**United Kingdom**

*London*: HARRISON WATSON, Canada House, Trafalgar Square, S.W.1. (Territory covers Home Counties, Southeastern Counties, and East Anglia.) *Cable address, Sleighing, London.*

*London*: J. FORSYTH SMITH, Fruit Trade Commissioner, Walter House, Bedford Street, Strand, W.C.2. *Cable address, Canfrucom.* (Territory—for fresh fruit only—covers United Kingdom, Norway, Denmark, Sweden, France, Holland, Belgium, Germany, and Spain.)

*London*: W. A. WILSON, Animal Products Trade Commissioner, Canada House, Trafalgar Square, S.W.1. *Cable address, Agrilson.*

*Liverpool*: H. R. POUSSETTE, Century Bldgs., 31 North John Street. (Territory covers North of England, Lincolnshire, North Midlands, and North Wales.) *Cable address, Canadian.*

*Bristol*: DOUGLAS S. COLE, Northcliffe House, Colston Avenue. (Territory covers West of England, South Wales, and South Midlands.) *Cable address, Canadian.*

*Glasgow*: GORDON B. JOHNSON, 200 St. Vincent Street. *Cable address, Cantracom.*

**United States**

*New York City*: FREDERIC HUDD, 25 Broadway. (Territory includes Bermuda.) *Cable address, Cantracom.*

**Note.—Bentley's Second Phrase Code is used by Canadian Trade Commissioners**

# Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

Minister: Hon. H. H. Stevens, M.P.

Deputy Minister: James G. Parmelee

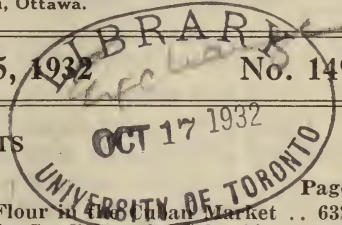
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Ottawa, October 15, 1932

No. 1498

## TABLE OF CONTENTS



Page		Page
609	British Industries Fair, 1933 . . . . .	632
610	Australian Financial and Commercial Conditions . . . . .	634
612	Oyster Trade in the North of England . . . . .	635
614	Notes on the Jamaican Market for Potatoes . . . . .	636
615	Production of Ice Cream in Hongkong . . . . .	637
617	Points for Exporters to France . . . . .	639
626	Italian Market for Honey . . . . .	640
627	Market for Evaporated Apples in Finland . . . . .	640
628	Foreign Trade of Denmark . . . . .	643
631	Economic Conditions in the Netherlands . . . . .	643
		644
		645
		647
	Wheat Flour in the Canadian Market . . . . .	
	Economic Conditions in Colombia . . . . .	
	Apple Import Trade of Argentina . . . . .	
	Regulations Governing Liquidation of Obligations in Foreign Currency in Brazil . . . . .	
	Java Canned Salmon Imports Increasing from Canada . . . . .	
	Economic Conditions in Japan . . . . .	
	British Merchandise Marks Act . . . . .	
	Tariff Changes, etc. . . . .	
	Australian Tenders . . . . .	
	Foreign Exchange Quotations . . . . .	
	Trade Inquiries . . . . .	
	Proposed Sailings . . . . .	
	Commercial Intelligence Service . . . . .	

## BRITISH INDUSTRIES FAIR, 1933

The British Industries Fair, organized by the Department of Overseas Trade for the annual display of British Empire products, will open on February 20, 1933, and close on March 3. As in previous years the London section, devoted to food products and the lighter industries, will be held at Olympia and White City, London, and the Birmingham section, in the interest of the heavy industrial and engineering trades, in the exhibition buildings, Castle Bromwich.

The importance of the fair to Canadian manufacturers and exporters seeking an outlet in the British market has been much enhanced recently by the active sentiment in favour of Empire buying.

Through the Canadian Government Exhibition Commission of the Department of Trade and Commerce of Canada, Canadian firms desirous of participating in the British Industries Fair are afforded special facilities and advantages, including reduced costs for transportation of exhibits to and from the fair, and for exhibition space in the Canadian sections.

Applications for space at the forthcoming British Industries Fair are well up to expectations, and as entries close on December 23, 1932, and the available space is limited, Canadian firms are urged to make reservations as speedily as possible.

Requests for detailed information should be addressed to the Department of Trade and Commerce, Ottawa, or to Mr. J. O. Turcotte, Canadian Government Exhibition Commissioner, Canadian Building, Blackburn Road, London, N.W. 6, England.



## AUSTRALIAN FINANCIAL AND COMMERCIAL CONDITIONS

D. H. ROSS, CANADIAN TRADE COMMISSIONER

Melbourne, September 14, 1932.—The monthly summary of Australian oversea trade showing imports and exports for July, the first month of the current fiscal year, indicates an unfavourable balance of trade as compared with a favourable balance for July, 1931 (in sterling currency values), as follows:—

	July, 1931	July, 1932
Exports of merchandise . . . . .	£4,337,000	£3,892,000
Imports of merchandise . . . . .	3,081,000	4,535,000
Balance . . . . .	+£1,256,000	-£ 643,000
Bullion and specie balance . . . . .	1,080,000	431,000
Total balance . . . . .	+£2,336,000	-£ 212,000

Imports of merchandise (sterling currency values) during July totalled £4,535,000 as compared with £3,081,000 for July, 1931. The July total is the greatest for eighteen months past, and the value was £861,000 greater than the average monthly figures for 1931-32. Imports in all classes, excepting tobacco, rubber manufactures and scientific instruments, showed an increase in July, 1932, above those for July, 1931, the greatest increases being in the textile group, metal manufactures, drugs and chemicals, paper and stationery, machinery, oils, and yarns.

The main items upon which imports in July increased were comprised in piece goods, yarns, electric machinery, iron and steel, motor cars, petroleum, timber, printing paper, fertilizers, ships, and gold.

Exports of merchandise (Australian currency values) in July were £4,884,000 as compared with £5,660,000 in July, 1931. Exports of bullion and specie were £676,000 as compared with £1,458,000 in July, 1931. The total exports were valued at £5,560,000 as compared with £7,118,000 in July, 1931.

The principal export items showing decreases when compared with the corresponding month last year were wool, wheat and flour, beef, lamb, mutton, sugar, wine, hides and skins, copper and gold.

The following main export commodities, however, increased in value: butter, rabbits and hares, dried fruits, lead, zinc and silver.

### REVENUE AND EXPENDITURE OF THE COMMONWEALTH AND STATES

The following schedule sets out the position of revenue and expenditure of the Commonwealth and States for the first two months of the fiscal year—July and August, 1932:—

#### First Two Months of Fiscal Year, 1932-33

	Revenue	Expenditure	+ Surplus - Deficit
Commonwealth . . . . .	£12,109,000	£9,968,000	+£ 2,141,000
New South Wales . . . . .	6,645,961	8,465,184	-- 1,819,223
Victoria . . . . .	2,697,419	3,653,981	-- 956,562
Queensland . . . . .	1,677,275	1,821,307	-- 144,032
South Australia . . . . .	1,211,000	1,976,000	-- 765,000
Western Australia . . . . .	879,275	1,515,218	-- 635,943
Tasmania . . . . .	331,321	325,383	+ 5,938
Combined deficiency for July, August . . . . .			£ 2,173,822
		@ \$4.86 to the £	\$10,564,775

### BANKS BUYING AND SELLING DOLLARS

Australian banks, on demand transactions, are to-day buying United States dollars at the rate of \$2.80½ (selling at \$2.77¼) and Canadian dollars at \$3.10¼ (selling at \$3.06¼) in Australian currency, including the telegraphic transfer exchange on London of £125 10s. selling and £125 buying on every £100 English currency.

## IMPROVED TRADING OUTLOOK IN AUSTRALIA

Business conditions generally continued to improve during the last four weeks. Unemployment figures have declined, and increased activity in many lines indicate that the peak of the depression has probably been passed and that improved conditions may now be expected.

The recent advance in prices of primary products has formed the basis for growing confidence among traders which has been reflected in increased importations. Wheat prices have advanced materially, and at present levels efficient operations can be conducted by the growers without loss. The agreement entered into at the Ottawa Conference restricting the importations of foreign meat with a view to raising the price in the interests of the producers situated both in the United Kingdom and the Dominions is expected to operate to the benefit of Australia. The opening of the season's wool sales in Sydney was accompanied by a general increase of 20 per cent in price levels above the figures ruling in June last, and although the price is still relatively low, the improvement offers definite encouragement to producers.

The stimulus given to gold mining by the high exchange premium (and by the recently suspended gold bounty) has resulted in increased production in the gold-mining industry which is helpful in providing employment and stimulating trade. However, the revival of the mining industry is unfortunately accompanied by a boom in certain development schemes, the shares of which have been eagerly purchased by the public. It is anticipated that the majority of these projects must, sooner or later, prove of doubtful value to the industry, and will be of little ultimate assistance to the legitimate production of gold in Australia. The increased importations which have been recorded since June last, although generally welcome are, however, not without their attendant difficulties.

Under present conditions, it is essential that Australia should maintain a favourable trade balance in order to strengthen her financial position abroad, and the necessary favourable balance can only be realized by effecting an excess of exports over imports.

The prospects for maintaining a favourable balance during the fiscal year 1932-33 are not bright unless there is a substantial recovery of export prices above the level ruling in 1931-32. Meanwhile, the value of imports has been increasing from month to month, and the record volume of exports for 1931-32 can scarcely be expected to be maintained this year. A rise in export prices therefore is necessary if the present volume of imports is to be increased, and with a general advance in values many items constituting the principal imports should benefit thereby.

It has been estimated that if the present volume of imports is to be maintained, a rise of at least 15 per cent in the export price level will be necessary in order to realize a favourable balance.

Australian Stock Exchange conditions have been particularly buoyant this month, and the turnover has been the heaviest experienced for over two years. Prices have recovered rapidly from their former low level, and although, as this mail closes, a slight reaction is being experienced, the indications point to an early revival of buying strength. Australian Government stocks in London, with few exceptions, have shown a continuous advance in values. Nearly all issues are in strong demand, several are standing at a premium, whilst others are approaching par value.

Undoubtedly the commercial pessimism which has prevailed in Australia during the last two years is disappearing through more confidence in future prospects. The balances in favour of Australia held in London to meet normal demands, and the exporting season from the Commonwealth being now in full operation, should further increase the volume of funds in London.



As emphasized in recent months, the adverse conversion and exchange rates bearing upon importations from Canada into Australia still continue (without any immediate prospect of reduction) to be the most important factors militating against any substantial improvement in reviving the former fairly extensive trade.

#### AUSTRALIAN WHEAT AND FLOUR

*Wheat.*—During the last half of August and so far in September there has been quite a brisk demand for Australian wheat at enhanced prices, especially from the United Kingdom. A rather surprising feature to observe is Australian wheat realizing a small premium on No. 1 Manitoba c.i.f. United Kingdom ports, whereas two months ago Australian wheat was about on a par with No. 3 Manitoba. This is accounted for by the extreme scarcity of Australian wheat. Japan and China have bought a few cargoes, and it is anticipated that these two countries will make further purchases before the new crop is available in December and January next.

With the rise in prices, growers have been selling their stored wheat very freely, in many cases obtaining 3s. net per bushel at country railway stations plus the Government bounty of 4½d. (both in Australian currency).

Up to September 8, shipments of wheat totalled 3,460,000 long tons, and in addition there is a further 200,000 tons committed as wheat and flour. This makes the total uncommitted balance from 40,000 to 50,000 tons, hence the carry over until the new harvest—if any—will be very small.

Prospects for the coming harvest continue excellent although early spring rains, due about the end of September and early in October, are necessary to ensure the estimated crop of approximately 186,000,000 bushels. In some parts of New South Wales and Queensland early rain is urgently required, but taking the Commonwealth as a whole the climatic conditions, up to this date, are most promising for the anticipated yield being realized.

Up to September 8 the Government bounty of 4½ pence per bushel to growers of wheat had been paid on 179,695,896 bushels aggregating £3,374,126 in Australian currency.

*Flour.*—The demand for Australian flour has been particularly active during the last four weeks. On expert authority it is estimated that approximately 30,000 tons have recently been sold for shipment to the Orient. While some milling companies report sales at £7 10s. (Australian currency) per ton f.o.b., other shippers may have sold for less money. Flour for shipment to Oriental ports is packed in calico bags containing 49 pounds each. Few milling companies hold heavy stocks of wheat, and hence—until the new crop is available—prices are likely to become higher.

Particulars of shipments of Australian flour from the beginning of the season (down to September 8) compare with the similar period of previous seasons as follows:—1929-30, 358,000 tons; 1930-31, 397,748 tons; 1931-32, 463,736 tons.

*Freight Rates.*—Remain unchanged from those quoted on August 17.

### OYSTER TRADE IN THE NORTH OF ENGLAND

H. R. POUSSETTE, CANADIAN TRADE COMMISSIONER

Liverpool, September 30, 1932.—For the year ending December 31, 1930—the latest trade figures for a complete year that are available—it is shown that there was a total importation into the United Kingdom of 54,536 cwts. of oysters valued at £152,831. Of this total of 54,536 cwts., 23,302 originated in Holland, 5,048 in France, and 21,891 in the United States. The Irish Free State is credited with 3,336 cwts. The importation of oysters has shown a considerable increase since the year 1926, when 38,507 cwts. were brought in.

The following year this had increased to 45,315 cwts., the year after to 46,286 cwts., while in 1929 there was a drop to 43,816 cwts. For the five years—1926, 1927, 1928, 1929, and 1930—importations from the United States amounted to 16,071 cwts., 15,966 cwts., 19,131 cwts., 13,501 cwts., and 21,891 cwts. respectively.

As far as Liverpool is concerned, practically every liner from New York entering the Mersey between October and March inclusive carries several hundred barrels. Oysters from the Irish Free State are not native to that country but are almost entirely the product of the United States that have been imported into Liverpool and reshipped to O'Meath, County Louth, for re-bedding. A substantial proportion of the French oysters originate in Portugal, and have been sent to the former country for re-bedding, and on being shipped to this country are credited to France as the country of origin.

#### PRICES

Two classes of oysters are imported from the United States, "Bluepoint" and "East River." Most of these oysters are bred at West Sayville, New York. The former are imported for immediate consumption, and for bedding; the latter are only used for re-laying. Owing to their hardier nature, they are considered more suitable for this purpose. There appears to be quite a strong partiality for the United States product in the Liverpool area. As will be seen from the figures quoted above, the principal competitor of the New York oyster is the Dutch variety. Dutch oysters are used in considerable quantities in Lancashire and Northern England, and are, it is stated, sometimes sold as native in hotels and restaurants. The highest-priced oyster in the British market is the Whitstable native. These oysters sell from 30s. to 50s. per 5-score; the Holland oyster is selling at from 17s. to 42s. per 5-score for the top sizes. Dutch oysters have risen in the last eight or ten months from a low price of from 12s. to 17s. and from a high price of from 17s. to 42s. This is due no doubt in part to the tariff of 30 per cent ad valorem which has been placed upon them, but besides that prices are higher in the Dutch market. Oysters imported for bedding during the warmer months pay a duty of 10 per cent. United States oysters are being quoted at the present time at from \$8 to \$9 a barrel f.o.b.

One of the reasons for the high price of Whitstable oysters is that the spat failed just after the war, and since then it has not been possible to build it up to its former volume. It is estimated that it will require a further four years to attain this object. There is also another reason: Whitstable oysters are considered much superior to any other kind, and are highly valued by epicures and those who constitute what may be called the exclusive trade. The prices quoted above are those paid by importers. The current shipping rate on United States oysters is \$1.70 a barrel in a cool room, and \$1 a barrel as ordinary cargo. It is considered necessary to ship in cool space up till about the end of October.

"Bluepoints" for immediate consumption begin to be imported about the end of September or beginning of October. For bedding, United States oysters are imported about the beginning and middle of April. They are bedded in the Irish Free State, in the County of Essex, and also on the shores of the Island of Anglesey. As they are ready for eating in two or three weeks, these oysters can be on the market before the end of May. During the summer months, when imported oysters are being sold, the English variety are out of season and off the market.

*Packing of Oysters.*—Canadian oysters are not unknown in this market, shipments having been made at odd times. It is recommended that oysters when packed in barrels shall be thoroughly shaken down on a hard floor, and packed tight up to the lid in order to reduce movement to an absolute minimum. The barrels used for packing are similar to the ordinary kind employed for shipping flour and apples.



## SIZE OF OYSTERS PREFERRED

Canadian oysters are regarded as of excellent quality, but their large size, which reduced the number per barrel and thus the selling value, has militated against their successful marketing in the United Kingdom; and it is stated that the sizes are uneven. The sizes most in demand are those which will pack from 1,400 to 1,500 to a barrel. If they are packed less than 1,000 to the barrel, they are considered too large for the market and uneconomical. The coming season should afford an opportunity of testing the market for Canadian oysters in this country, if any firm in the trade will be sufficiently interested to risk a trial shipment. In reality there should be little risk as, if the oysters are packed as recommended above, they should find a ready market, but the profit will naturally depend on the price which can be realized in the Dominion.

**NOTES ON THE JAMAICAN MARKET FOR POTATOES**

F. L. CASSERLY, OFFICE OF CANADIAN TRADE COMMISSIONER

Kingston, September 30, 1932.—Notwithstanding the high duties of 1d. per pound under the British preferential and 2d. per pound under the general tariff imposed in December, 1927, on potatoes imported into Jamaica in order to protect and encourage local growers, the import trade in this article remains at only about 15 per cent below its former level. In the calendar year 1931 total imports were 1,331,436 pounds valued at £3,431, of which Canada supplied 1,319,969 pounds (£3,394), the United States 9,900 pounds (£33), and Holland 1,567 pounds (£4). Imports during the period January to June, 1932, inclusive, were 839,045 pounds valued at £1,887, of which all came from Canada excepting 100 pounds. Prior to December, 1927, the duties on imported table potatoes were, per 100 pounds, 7½d. under the British preferential and 10d. under the general tariff.

The demand is for table potatoes of good quality, principally in "Jackson" and "Burbank" types, from 3 to 4 inches long, which are shipped packed in wooden barrels, chiefly of 165 pounds net weight; some barrels containing 160 pounds net are, however, seen. Some years ago, when imports from the United States were greater in volume than now, American shippers used jute bags, but at present barrels are decidedly preferred by the local trade, which is rather critical of the quality of the potatoes upon arrival; the slightest evidence of damage would cause complaint and possibly a demand for adjustment between buyer and seller. It is essential that potatoes shipped to Jamaica shall arrive in good condition; therefore they should be very carefully packed. Local merchants and shopkeepers are also very particular about packing. Obviously, the risk of damage is minimized by the use of barrels as containers; besides, there is a ready sale in Jamaica for the empty barrels, and this means something to the local importer. Up to some time ago, barrels of 185 pounds gross were used, and the change to the smaller barrel is said to have caused some dissatisfaction amongst importers at first, as they had so long been accustomed to the former size, but this is not now a matter of any particular importance, since all shippers use the same size.

Each barrel must of course be clearly marked with the name or initials of the local importer in order to ensure identification. In most cases the barrels also carry marks identifying the Canadian shipper. Although the majority of Jamaican importers do not seem to think that this is absolutely necessary from their point of view, it would seem to be a wise precaution in the Canadian shipper's interest, since in the unlikely but not impossible event of a local dealer receiving by the same vessel two or more lots of potatoes, shipped by as many

Canadian exporters, it would be quite impossible, in the absence of marks identifying the suppliers, to determine, for example, which exporter's potatoes had sustained damage in transit or were not up to standard.

The Jamaican demand for imported potatoes is a seasonal one, beginning in the month of October and ending about May of the following year. The reason for this is that there is a considerable local production of potatoes, the season for which begins in June and continues till about the end of September. During this period few potatoes are imported.

#### BUSINESS METHODS

The business is done principally through about half a dozen local commission houses, who canvass the large and small grocers and the wholesale provision stores on behalf of their Canadian principals. Quotations are generally c.i.f. Jamaica. Shipments are usually made from Halifax either by the Canadian National Steamships or by the Pickford & Black Line.

#### SEED POTATOES

These are imported into Jamaica in moderate quantities by the Jamaica Agricultural Society, a semi-Government concern, whose chief object is to assist in the development of agriculture. The society is the only importer; it resells the seed potatoes to its many thousands of members all over the island. Barrels of 160 pounds are used. Subject to certain conditions, which include the furnishing by the Canadian Department of Agriculture of a certificate of freedom from disease, seed potatoes may be imported into Jamaica free of duty.

A full report on the Jamaican market for seed potatoes was published in *Commercial Intelligence Journal* No. 1380 (July 12, 1930). There has been no notable change in the local situation since that report was written.

### PRODUCTION OF ICE CREAM IN HONGKONG

W. J. RIDDIFORD, ASSISTANT TRADE COMMISSIONER

Hongkong, September 15, 1932.—The absence of ice, the lack of knowledge of refrigeration, and the natural dislike and mistrust of an iced food are the greatest handicaps to the sale of ice cream in China, although the almost complete lack of milk production in South China is also an important factor since Chinese conservatism precludes the rapid adoption of a comparatively expensive and little-known food product.

On the other hand, there are several factors distinctly favourable to the development of a small ice cream industry in Hongkong and South China. Undoubtedly the sub-tropical climate of this territory lends itself to the adoption of a cool and nutritious food product such as ice cream. The consumption of this commodity by foreigners and Chinese from abroad is doing much to promote its consumption among the Chinese. Following up these favourable factors, ice cream manufacturers in this territory have advertised their product attractively and effectively both in the Chinese and English languages and while maintaining its purity and nourishing qualities, produce a very cheap product. This is an important factor since the wider distribution and consumption of ice cream in Hongkong and South China depends upon price. Ice cream of good quality is cheaper in Hongkong than in Canada, although there is a complete lack of the raw materials here.

The production and sale of ice cream on a commercial basis is carried on in Hongkong by three companies whose total annual production probably does not exceed 25,000 gallons. Production varies with the climate, and the average



monthly production for the half year, May to October, is approximately 3,000 gallons as compared with an average of approximately 1,000 gallons per month for the months November to April. The three Hongkong manufacturers of ice cream on the basis of whose production the above estimates are given, control the retailing of ice cream in Hongkong, but a large volume is manufactured by departmental stores, clubs, hotels and restaurants for their own use. The making of ice cream in the home is also quite common. Ice cream is not exported from Hongkong to nearby Chinese cities where the very small demand is satisfied by local production.

Only sufficient dairy cattle are kept in Hongkong to satisfy the local demand for fresh cream and fresh milk, no surplus being available for use in the manufacture of ice cream which is manufactured largely from whole milk powder and skim milk powder. In restaurants, clubs, hotels and private homes, tinned cream or tinned evaporated whole milk are used extensively. Although it is impossible to state what percentage of the imports into Hongkong of milk powder and tinned milk is consumed in the manufacture of ice cream, the following tables show the principal countries exporting these commodities to this colony.

#### IMPORTATION OF MILK POWDER INTO HONGKONG

(Values in U.S. Gold Dollars)

	Jan.-Sept., 1930	1931
	Gold \$	Gold \$
Total . . . . .	112,628	212,684
United Kingdom . . . . .	21,654	44,293
Australia . . . . .	67,098	123,682
Canada . . . . .	1,078	280
New Zealand . . . . .	13,574	11,553
Switzerland . . . . .	1,176	731
North China . . . . .	1,093	473
United States . . . . .	4,708	26,052

#### IMPORTATION OF TINNED MILK INTO HONGKONG

(Values in U.S. Gold Dollars)

	1924	Jan.-Sept., 1930	1931
	Gold \$	Gold \$	Gold \$
Total . . . . .	1,047,275	786,754	909,469
North China . . . . .	68,976	2,548	4,349
United Kingdom . . . . .	13,847	7,045	522
Australia . . . . .	142,616	2,184	2,938
Canada . . . . .	81	26,633	25,704
Straits and Federated Malay States	3,194	195	.....
United States . . . . .	570,318	409,845	489,844
Germany . . . . .	4,779	756	133
Holland . . . . .	123,346	153,298	187,598
Norway . . . . .	43,815	36,976	5,162
Denmark . . . . .	50,371	1,856	6,657
Switzerland . . . . .	10,983	120,128	152,331
Italy . . . . .	11,179	11,198	5,758
Other countries . . . . .	3,770	14,092	28,473

The Canadian share of the tinned milk trade has increased considerably since 1924, but that in milk powder is falling off. The principal exporters to Hongkong of whole milk powder and skim milk powder are Australia, the United Kingdom, New Zealand, and the United States; and if Canadian manufacturers of milk powder can quote competitive prices a share of this business would be ensured. Milk powder is packed in 20-pound or 25-pound tins, or in hundredweight drums. Its use in the manufacture of ice cream is, of course, not nearly as important as its use by restaurants, clubs and hotels in cooking and baking. Canadian manufacturers of milk powder interested in this market should send samples and c.i.f. Hongkong prices to this office, together with complete information as to the butterfat content and type of packing.

Although New Zealand enjoys the bulk of the Hongkong butter business, some Canadian butter is imported. The price, at time of writing, of New Zealand butter of good quality is approximately the equivalent of Canadian 21 cents per pound c.i.f. Hongkong in solids of 56 pounds. Canadian butter is too high in price, and being mostly a sweet cream product, it is not used by ice cream manufacturers.

Gelatine and flavouring essences are imported into Hongkong chiefly from the United States. This office would like to receive samples and prices from Canadian exporters of these commodities.

Other opportunities for Canadian exporters in connection with the local ice cream industry are for small waxed paper cups, for wooden or fibre spoons, and for the conventional cardboard cartons for bricks and cardboard pails to hold half-pint, one pint and one quart quantities of bulk ice cream. Particulars regarding the cups and spoons used in Hongkong may be secured by Canadian manufacturers on application to the Department of Trade and Commerce, Ottawa. Manufacturers of cartons and cardboard pails should send samples and c.i.f. Hongkong prices to the Canadian Trade Commissioner, P.O. Box 80, Hongkong.

## POINTS FOR EXPORTERS TO FRANCE

HERCULE BARRÉ, CANADIAN TRADE COMMISSIONER

### AREA AND POPULATION

Paris, September 16, 1932.—France has a total area of 212,356 square miles and a population of nearly 42,000,000, or about 198 per square mile. There are seventeen cities with over 100,000 inhabitants, thirty-nine cities with populations of 50,000 to 100,000, forty-seven with 30,000 to 50,000, seventy-one with 20,000 to 30,000, and 225 towns with populations of from 10,000 to 20,000. Paris is the largest centre, with a population of 2,891,020 and a suburban population of 2,042,835. Other large cities are Marseilles (800,881), Lyons (579,763), Bordeaux (262,990), Nice (219,549), Lille (201,568), Toulouse (194,564), Saint-Etienne (191,088), Nantes (187,343), Strasbourg (181,465), Le Havre (165,076), Toulon (133,263), Rouen (122,957), Nancy (120,578), Roubaix (117,190), Reims (112,820), Clermont-Ferrand (103,143).

Whereas in 1850 about 70 per cent of the total population of France lived in agricultural towns of less than 2,000 inhabitants, it is now estimated that over 50 per cent of the population live in towns of over 2,000 inhabitants.

### AGRICULTURAL PRODUCTION

Despite the important redistribution of population indicated in the previous paragraph and the decrease in the percentage of people occupied in agriculture, it must not be concluded that France has become an essentially industrial country. On the contrary, agriculture remains France's greatest asset, and agricultural production has not decreased appreciably. This is due to the increased use of machinery and fertilizers and to continued and intelligent State protection and encouragement of agriculture. Due to the great variation in the climate of the different parts of France, a wide variety of crops are grown, and France produces about 90 per cent of her total requirements of foodstuffs. The agricultural production in 1930 was valued at 98,715 million francs, while imports of food products amounted to only 11,822 million francs. Exports of food products in the same year were valued at 5,886 million francs. France, therefore, is not in a position to absorb large quantities of food products, except in years of reduced production. There is, however, a market for certain food products the



consumption of which exceeds the production or for which the heavy seasonal demand in export markets creates a temporary shortage in the domestic market. In 1930, following fairly good crops, France imported only 6,376,000 tons of food products and exported 2,144,410 tons, while in 1931, due to unsatisfactory crops in the previous year, over 9 million tons of food products were imported and only  $1\frac{1}{2}$  million tons were exported.

#### INDUSTRIAL PRODUCTION

Since the Great War there has been a tremendous development in French industrial production and increased activity is evident in almost all classes of industry. Exports of manufactured goods have more than doubled compared to pre-war years, and imports have decreased to a great extent in all classes of manufactured goods except paper and paper products.

In 1930 exports of manufactured products exceeded imports, both in tonnage and in value, by more than 100 per cent. Textiles are still by far the main item in French exports of manufactured goods, but exports of iron and steel, tools and hardware, automobiles, chemical products, machinery, rubber goods, etc., show enormous increases.

#### RAW MATERIALS

The French consumption of raw materials for industry has increased in proportion to the increase in industrial production. France, however, is an important producer and exporter of certain raw materials, especially iron ore, in which she ranks second only to the United States; bauxite, of which France produces more than the total output of all other European countries; potash, in which she shares a world monopoly with Germany; and salt, of which the production has increased about threefold compared to pre-war years. The coal production, although it is still far from sufficient to meet the demand, has increased by about 20 per cent since 1913, and about 100,000 tons of oil are produced annually, whereas no oil was produced in France before the late war.

Despite this increased production, France must depend upon foreign sources of supply for a large part of the raw materials necessary to her industries. The total production of raw materials in 1930 was estimated at 14,385 million francs. Imports in the same year amounted to 52 million tons valued at 29,325 million francs, while exports amounted to 29 $\frac{1}{4}$  million tons valued at 10 million francs.

#### KINDS OF PRODUCTS IMPORTED

The conclusions reached in the following paragraph are based on import statistics for the year 1929. Although more recent statistics are available, these are affected to a great extent by the present economic crisis, and do not give as good an idea of the nature and trend of French import trade.

The total value of French imports is made up of about 60 per cent raw materials, 20 per cent food products, and 20 per cent manufactured goods. In 1929 total imports were valued at 58,284 million francs, divided as follows: 35,160 millions in raw materials for industry, 13,178 millions in food products, and 9,947 millions in manufactured goods.

In the broad classification of raw materials the most important items are wool and wool waste, cotton and cotton waste, coal and coke, metals, stones and earths, mineral oils, cellulose pulp, raw furs, lumber, rubber, nitrate of soda, sulphur, tar, and bitumen. Of the above, the most interesting, from the point of view of Canadian export trade, are woodpulp (604 million francs), lead (281 millions), zinc (123 millions), copper (1,738 millions), nickel (93 millions), raw furs (1,159 millions), ores (572 millions), asbestos, common wood, and wool waste.

In the classification of food products, the most important are cereals (3,015 million francs), coffee (1,645 millions), fresh fruit (1,031 millions), sugar (823 millions), wines (2,129 millions), spirits (593 millions), dried, salted or canned fish (488 millions), cheese (212 millions), fresh or frozen meat (204 millions), live cattle (165 millions), rice, potatoes, eggs, and fresh vegetables.

In the above classification the most important item from the point of view of Canada is wheat, which accounts for a large share of our total exports to France (sometimes as high as 80 per cent). Other Canadian products for which there is or might be a market are canned fish, canned lobster, fresh or dehydrated apples, rolled oats and similar cereal products, frozen fish, cheese, meat and offals, cattle, oats, rye, honey, prepared and packaged foods, prepared meats, and condensed and evaporated milk.

In the classification of manufactured goods the most important items are machinery, automobiles, spare parts, tools, sulphate of ammonia, dyes, coal tar products, copper sulphate and other chemical products, rubber goods, jute fabrics, woollens, cotton piece goods, silk fabrics, cotton thread, prepared furs, tanned hides and leather, glass and ceramic goods, and paper.

The market for Canadian manufactured goods in France is rather limited, due to the competition of nearby industrial countries such as Germany, Great Britain, and Belgium. The lines in which there are the best possibilities of doing business are the following: agricultural and other machinery and spare parts, tools, rubber goods, manufactures of wood, light boats, leather and leather goods, jute fabrics, certain chemical products, insulating boards, and manufactures of asbestos.

As mentioned in the paragraph on customs duties, the present tariff situation is most unfavourable to Canada, especially with regard to manufactured goods. No account is taken of this fact in the above enumeration, however, as it is hoped that the present state of affairs is only temporary and that more favourable tariff treatment will be obtained eventually.

#### PURCHASING POWER

There is no official estimate available of the per capita wealth of the French people. There is no doubt, however, that both the standard of living and purchasing power are much lower than in Canada. The average daily wage for labour in the Paris district is 53.76 francs (\$2.11) and in the country 33.56 francs (\$1.32). The French consumer is a very shrewd buyer, and price is usually the determining factor in making sales.

#### THE FRENCH TARIFF

The French customs tariff is one of the most protective in the world, and is amended with great frequency to ensure adequate protection to French agriculture and industry. The last consolidation of the tariff was published in 1928, but a great number of changes in classification and rates have been made since that date.

The duties in the great majority of cases are specific; i.e. based on the weight of the goods and not on their value. There are two columns of rates, general and minimum, but for some items intermediate rates, based on a percentage of reduction from the general tariff, are applied to certain countries. Prior to the termination of the Franco-Canadian Trade Agreement most Canadian goods enjoyed a rate lower than that imposed under general tariff. Some could be entered under the minimum tariff, but the majority were subject to intermediate or preferential rates. Under the terms of this convention, Canadian goods could not be taxed at a higher rate than similar goods of United States origin.



At the present time, however, Canadian goods are not entitled to any preference in France, and must pay the maximum rates of duty, which are usually twice as high as the minimum rates in the case of food products and four times as high in the case of other goods. The leading exporting countries of the world, with the exception of the United States and Soviet Russia, enjoy the minimum tariff on the majority of their products. The United States enjoys reduced rates, minimum or intermediate, on a great number of products. The only important exporting countries subject to the general tariff for all goods are Canada, Soviet Russia, and Australia.

The minimum rates of duty are calculated to afford effective protection to French producers and, as there is a great spread between these and the general rates, it follows that in many cases the general rates are entirely prohibitive.

There are few items admitted into France free of customs duties. Among these the ones of special interest to Canada are raw furs, crude asbestos, and copper in pigs and bars.

#### OTHER IMPORT TAXES AND RESTRICTIONS

Foreign goods are subject to a number of special taxes in addition to customs duties when imported into France. The most important of these is the import tax, corresponding to the internal sales tax. It is applicable, with few exceptions, to all goods subject to customs duty, regardless of their origin, and amounts to 2 per cent, 4 per cent, or 6 per cent ad valorem according whether the goods are unmanufactured, semi-manufactured, or manufactured. There are other taxes, such as the statistics tax, warehouse tax, luxury tax, compensation tax, consumption tax, etc., the last three applying only to a small number of commodities. There is also at present a so-called depreciated currency surtax of 11 per cent on the majority of Canadian products.

The French Government recently found it necessary to impose import quotas on a great number of commodities. These quotas restrict imports from all countries, and are usually based on average imports for the past three years. These measures are understood to be only temporary, but there is no indication of their withdrawal in the near future. Importers are usually well informed as to these quota restrictions.

#### INVOICE REQUIREMENTS

The Department of Trade and Commerce has published a separate pamphlet on documentary requirements for shipments to France. French regulations governing documentation are very strict, and serious complications are bound to arise if they are not followed. Canadian firms not familiar with these requirements should secure a copy of the above-mentioned booklet before making even sample shipments to France.

#### MARKING REGULATIONS

French import regulations provide that certain products must bear an indication of their country of origin when imported into France. This is true of preserved fish, vegetables, prunes, and condensed milk. Each tin or other receptacle must bear the name of the country of origin clearly embossed in letters not less than 4 millimetres high on the cover or bottom, and there must be no other writing on this surface.

#### IMPORT PROHIBITIONS

The importation into France of certain products is prohibited under the customs law. These include tobacco in all forms and matches, which may be imported only by the Government Monopoly, playing cards, explosives and munitions.

There is also an embargo on certain products due to health regulations. In the case of Canada these include live pigs and pork meat (except ham and certain offals), horsemeat, potatoes, and certain live plants.

#### PACKING

Neither climatic conditions nor handling and transportation facilities make it necessary to adopt special types of packing for shipments to France. In view of the fact, however, that the great majority of products are dutiable on the basis of gross weight, a saving can sometimes be effected by packing as lightly as possible.

French importers sometimes request that two or more cases or boxes be wired together for shipment. The explanation of this is that in France a tax (statistics tax) is levied on each parcel of goods, and if two cases are wired together the bundle pays only one tax. As the amount of the tax is very small, this should be done only when the cases are to be wired in any event, and there is no extra cost involved in wiring two or more cases together.

There is quite a heavy duty in France on display cards and special lithographed boxes, and it is sometimes advisable to dispense with these in order not to increase the cost of the goods.

#### REPRESENTATION

With regard to methods of distribution the same considerations which apply to other European markets also apply to France. The nature of the goods and extent of the demand may render one method of distribution more useful than another, but in the great majority of cases the appointment of a resident manufacturers' agent working on a commission basis is to be recommended. There is an added advantage to this method in France in that the agent is not required to pay the sales tax of 2 per cent if he is not invoiced for the goods, while this tax would have to be paid if the representative, after purchasing the goods, resold them to importers and wholesalers.

The question is often raised as to whether it is preferable to appoint a sole agent with exclusive rights to cover the whole of France or to appoint a separate agent for each important district. There are many firms in Paris or the leading seaports whose organization covers the whole of the market, and if such a firm can be found it is preferable to have only one agent as this simplifies matters greatly for the Canadian exporter. If the territory is divided among many agents there is always the danger that the profits for each one will not be sufficient to encourage the maximum of effort. If the demand is important and a large volume of business is done, it is sometimes preferable to appoint an agent in each of the leading ports of France. Usually good agents in Paris, Bordeaux, and Marseilles will easily cover the whole territory. If the agency for the French colonies in Northern Africa is to be given to a French firm, it is usually preferable to appoint an agent in Marseilles for the South of France and Northern Africa in addition to an agent in Paris to cover the rest of France.

#### BRANCH OFFICE

In the case of goods for which there is a wide sale in France, undoubtedly the surest way for the exporter to secure maximum distribution is through his own selling organization. This has been done successfully in the case of certain products such as packaged foods, agricultural machinery, woodpulp, etc. In such cases Canadian firms will find it to their advantage to form a separate French company, the stock of which can be held by the parent concern. In this way many difficulties concerned with taxation are avoided, as it is not necessary



in France to declare the profits of the parent company, which would be the case if the French organization were merely a branch of the Canadian concern.

#### TERMS OF PAYMENT

French import firms of any importance will usually agree to terms of sight drafts against documents. It is extremely seldom, however, that French firms will consent to open a credit in Canada before the shipment is made. Besides the inconvenience and expense connected with this procedure, and the disadvantage of tying up large sums of money, reliable French firms usually consider it a reflection on their standing if they are asked for cash against shipping documents in Canada.

The above does not apply to perishable goods, and letters of credit are often used in the case of fresh apples, meat, frozen fish, and similar products. For most commodities the best terms obtainable in France are sight drafts attached to shipping documents, or cash against documents on arrival of the shipment and after inspection of goods.

Competition is based not only on price but also on quality. Credit and other facilities such as sample discounts and generous supply of samples play an important part in the securing of business against competition. For that reason Canadian firms who desire to do business in France will often be forced to grant credit to meet the competition of German and other suppliers who are very generous in such matters. It is true that European firms, being closer to the market, have greater facilities for keeping in touch with their customers, and possibly take less risk than Canadian firms located thousands of miles away. It is fairly easy, however, to secure reliable credit information, and if every precaution is taken there is probably no more risk involved in granting reasonable credit in France than in Canada or the United States. Branches of Canadian banks in France and the Canadian Trade Commissioner have facilities for securing such information and will gladly assist Canadian exporters in this matter. Commercial agencies such as Bradstreet's and Dun's operate in France.

The most usual terms of credit are thirty days from the end of the month of delivery or thirty days from the arrival of the goods. Terms of sixty and ninety days are also quite usual in some cases.

#### COMPETITION

France is a highly competitive market, and strong opposition may be expected in all commodities, especially manufactured goods. Nearby countries such as Germany, Great Britain, and Belgium benefit from their proximity to this market. Besides lower transportation costs, European exporters have the advantage of better representation and long years of experience and study of the market. Canadian firms being under a certain handicap in that respect, should therefore exert every effort to offset this disadvantage by quoting their best price and giving the best possible service. If Canadian exporters offer the same advantages as other foreign firms, they will often receive preference over their competitors, the French people being very well disposed towards Canada and everything Canadian.

The following are France's main suppliers in their order of importance: Germany, United States, Algeria, Great Britain, Belgium and Luxembourg, Spain, Netherlands, Italy. Canada stood tenth in the list of France's main foreign suppliers in 1931.

#### BANKS

The financing of export business with France is greatly facilitated by the fact that Canadian banks are very well represented. Three of these (Bank of

Montreal, Royal Bank, and Banque Canadienne Nationale) have their own branches in Paris, the others being represented by reliable French or British banks.

#### CURRENCY, WEIGHTS, AND MEASURES

The metric system of currency, weights, and measures is used exclusively in France. The unit of currency is the franc, which at par is worth 3·9 cents. The French franc, since its stabilization in 1926, has not fluctuated to any extent, and it is considered to-day, in view of the enormous gold reserves of the Bank of France, to be one of the strongest of world currencies.

The unit of weight is the gramme. The units most commonly used for quoting on merchandise are the kilogram, which is equal to 1,000 grammes (2·2046 pounds), and the metric ton of 1,000 kilograms (or kilos), which is equivalent to 2,240 pounds.

The unit of length is the metre (1·093 yards), which is divided into centimetres (0·39371 inch) and millimetres (0·03937 inch).

The measure of capacity is the litre, which is equivalent to 1·760 pints.

#### LANGUAGE

A number of French importing firms have facilities for corresponding in English, but as it is always easy in Canada to have letters translated into French, it is strongly recommended that initial correspondence be in that language until the Canadian firm is certain that the French importer is able or willing to write in English.

#### STEAMSHIP SERVICES

A serious handicap to Canadian export trade with France is the lack of adequate direct shipping services between Canadian Atlantic ports and French ports. The only regular direct freight service is that operated by the County Line with regular fortnightly sailings to Havre from Montreal in the summer and from Halifax in the winter. These ships carry freight only; they are not equipped to handle refrigerator cargo.

The Cunard Line have regular weekly sailings from Canadian Atlantic ports to Havre, but their ships do not carry freight to France. The Canadian Pacific ships call at Cherbourg only, where there are no facilities for unloading freight. The French, Red Star, White Star, and Atlantic Transport lines have occasional sailings from Halifax, their ships sometimes calling there on their way from New York to Havre, but these services are not regular.

The most serious difficulty is that refrigerator cargo cannot be shipped direct from Canadian Atlantic ports to Havre. These shipments must be routed via New York or be transhipped in an English port. The first solution is usually the more satisfactory one, as the necessary handling for transhipment in England may cause inconvenience in the case of refrigerator cargo.

From Pacific ports the service is more satisfactory. The French Line operate a regular service with up-to-date ships between Pacific ports and Havre and Bordeaux. These ships have good refrigerator facilities. The "Libera Triestina" operate a service between the Pacific Coast and Marseilles.

#### FRENCH SEAPORTS

The most important French ports are Marseilles, Le Havre, Dunkirk, and Bordeaux. The total tonnage in and out of Marseilles in 1928 was over 27,000,000 tons. Havre in the same year handled nearly 18,000,000 tons, Dunkirk 11,000,000 tons, and Bordeaux 7,000,000 tons. These ports are well equipped for the handling and distribution of freight and are the most con-



veniently located for serving the large consuming centres. There are other important ports such as Boulogne, Calais, Dieppe, Rouen, but these are mostly used by coastal services.

#### FRENCH RAILWAYS AND CANALS

France is served by seven railway systems, of which two are State-owned and operated (Etat and Alsace-Lorraine), and five are operated by private concerns (Nord, Est, Paris-Lyon-Méditerranée, Orleans, Midi). These companies operate 42,000 kilometres of road. The most important system from the point of view of Atlantic shipping is the State Railway, which connects Paris with all the Atlantic and channel ports from Dieppe to Bordeaux.

In addition to excellent railway facilities, France also has an extensive system of rivers and canals which offers cheap transportation for bulky freight. The total navigable length of the important rivers and canals is over 12,000 kilometres. The most important are the Seine with 537 kilometres, Rhône (489 kil.), Saône (374 kil.), Loire (202 kil.), Rhine (185 kil. since Treaty of Versailles), and Marne (183 kil.). The northern part of France is the one most favoured in the matter of navigable waterways.

#### ELECTRIC CURRENT

In the great majority of localities in France electric current for household use is alternating 110 volts 50 cycles for lighting, and 220 volts 50 cycles A.C. for power use. There are still a few localities where direct current is used, but it is stated that within a short time alternating current will be used exclusively.

#### POSTAGE

The postage rates from Canada to France are 3 cents for the first ounce and 3 cents for every additional ounce. This rate is much lower than to other foreign countries, and it often happens that letters are received from Canadian firms with too much postage. This is a needless waste and can easily be avoided. A more serious fault is insufficient postage, but this is fortunately less frequent.

#### TRADE MARKS

In France a trade mark is the property of the first user regardless of whether or not it has been registered in his name. The only advantage in registering a trade mark is that this right of priority is officially recognized, and the owner has a stronger case if he is forced to sue infringers. In order to register a trade mark application should be made to the "Tribunal de Commerce du Département de la Seine" (Commercial Court of the Department of the Seine). The application should be accompanied by (1) a list of the products on which the mark is to be used; (2) three samples of the mark and a stereotype plate; and (3) as many samples of the mark as there are classes or kinds of goods with which it will be used.

The registration is valid for fifteen years and may be renewed indefinitely. There is a fixed charge of 50 francs plus a special charge of 20 francs for each class of goods on which the mark will be used.

#### EXPORT OFFERS

If a Canadian exporter is satisfied from the foregoing information that there is a possibility of securing a market for his goods in France, he will be justified in making offers to importers or trying to interest a French firm in taking over his agency.

There are two courses open to him: (1) secure a list of firms likely to be interested and write to them giving complete information as to quality, price, terms of payment and delivery, etc., or (2) prepare a complete set of information for the Trade Commissioner, who will be in a position to suggest the most likely firm. The latter course is recommended. French firms will seldom consider an offer unless they know approximately the total cost of the goods after payment of all charges, duty, and taxes. If the Trade Commissioner is quoted a c.i.f. price, he will be able to compute the amount of the charges in France, and to give the importer a fair estimate of the delivered price of the goods. It is not sufficient to write to the Trade Commissioner expressing the desire to sell an article on the French market and simply quoting a price f.c.b. factory; the Trade Commissioner cannot secure results with so little information. He must first be informed as to the nature of the product, its special characteristics, advantages, etc., so that he may be in a position to discuss it intelligently. Any special slogans or sales points used successfully in Canada should be mentioned, and the Trade Commissioner should be told in which markets besides Canada the goods have been sold in competition with other foreign producers. Catalogues should always accompany offers, and unless these are very costly several copies should be supplied. Samples, of course, will in most cases be necessary before a definite agreement is reached with a prospective agent or importer, and they are sometimes necessary in the case of manufactured goods in order to ascertain the exact rate of duty. If the product to be sold is not expensive and a sample of no commercial value can be sent at small cost, the Trade Commissioner will appreciate receiving one with the inquiry. If the expenditure involved is large, it is preferable to await the results of a preliminary investigation before deciding whether or not samples will be required.

The Canadian producer should remember that the market is very competitive, and lowest possible prices should therefore be quoted. It is essential also to quote c.i.f. prices in all cases. Without these it is impossible to estimate the cost of the goods in France, as information regarding eastbound freight rates is not available here.

The exporter should also be careful to mention in his first letter the terms of payment required, cash or other discounts granted, rate of commission, minimum shipments, time of delivery, and any other information which may be of use to the Trade Commissioner and of interest to the importer. When quoting a price and rate of commission it should be stated whether the commission is included in the price or is to be added. Any omission of this kind occasions an exchange of letters and a consequent delay in the investigation.

#### CONCLUSION

France has always been a good market for Canadian products, and there is no doubt that imports from the Dominion could be increased considerably if an effort were made at home to meet her requirements.

French importers are very conservative in their methods, but once a firm succeeds in obtaining the confidence of the importing concern, good results and lasting relations ensue. Great care must be exercised in filling the first trial order as the success or failure of future orders depends greatly upon the impression created thereby.

A careful study of the various regulations to be complied with when making any shipment to France will avoid delay and save time and money to the French importers.



## ITALIAN MARKET FOR HONEY

A. B. MUDDIMAN, CANADIAN TRADE COMMISSIONER

[NOTE.—One quintal = 100 kilos = 220 pounds]

Milan, November 16, 1932.—The Italian market for foreign honeys is negligible, domestic production being abundant and of excellent quality. Official figures for the year 1928, the latest available, show a total of 632,325 hives in Italy, 309,123 being of the old type and 323,202 having the removable type of honey-comb. Annual production amounted to a total of 23,154 quintals of honey and 2,062 quintals of wax. At present the type of hive most generally used has a removable cold or warm comb. This hive has a sliding base, a step, and a sloping porch to protect the entrance when weather conditions are unfavourable.

In all there are some 850 apiaries in Italy, of which 716 are small; the majority of these are in the northern part of the country, where bee-keeping is carried on more progressively than in other sections.

The average yield per hive in Northern Italy is approximately 4.60 kilograms, while for the kingdom it is 3.65 kilograms. Three classes of honey are produced: virgin, centrifugal (most widely produced), and pressed honey. This third type, however, is considered a prepared honey.

### IMPORTS

Total imports of honey into Italy in 1931 amounted to 369 quintals, of which 274 quintals came from Hawaii, 67 from the United States, 10 from Yugoslavia, and 5 from Hungary. In 1930 the higher total of 1,087 quintals was imported in the proportions of 463 quintals from the United States, 329 from Russia, and 81 from the Argentine. There is no regular source of supply, purchases being usually made at low prices in countries producing unusually large honey crops.

### SALES RESTRICTIONS

Honey must be marked as "natural" or "artificial," and customs officials and sanitary officers are authorized to take samples of shipments for testing purposes. It is prohibited to sell spoiled honey, or that which is naturally harmful or has been adulterated.

### PRICES AND QUOTATIONS

Italian honey for commercial use is sold wholesale at from 300 to 350 lire per quintal (about 8 to 9 cents per pound). For pharmaceutical use the price is from 400 to 500 lire per quintal (10½ cents to 11¼ cents per pound), while honey for table use is quoted at about 10½ cents.

### PACKING

Tins of 20 kilograms or 44 pounds capacity are the usual containers used, being packed two tins to a wooden case. The retailers make up their own jars of 250, 500, and 1,000 grams each, corresponding roughly to the Canadian ½-, 1-, and 2-pound jars.

The buying period extends from September to February. Some producers sell directly to the larger manufacturing firms, while others, with fewer facilities, sell to wholesalers who cater to the smaller retailing firms of the grocery type.

### DUTIES

There is a conventional duty on honey, applicable to honey from Canada and other countries enjoying most-favoured-nation treatment, of 73.40 lire

(\$4.30) per quintal, plus the 15 per cent ad valorem surtax, making a total duty of \$4.95 per quintal, or 2½ cents per pound.

No conventional treatment is accorded to artificial honey or any but pure natural honey, upon which, under the general tariff, there is imposed a duty of 367 lire (\$21.21) per quintal, plus the 15 per cent ad valorem surtax, bringing the total duty to \$24.40 per quintal, or 11 cents per pound.

Rosed and other prepared honeys come under the heading of pharmaceutical preparations, for which no conventional treatment is provided, and pay a duty of 550 lire (\$31.78), plus the 15 per cent ad valorem surtax, totalling \$36.55 per quintal, or 16½ cents per pound.

## MARKET FOR EVAPORATED APPLES IN FINLAND

FREDERICK H. PALMER, CANADIAN TRADE COMMISSIONER

Oslo, August 29, 1932.—Owing to the unsatisfactory economic position of Finland, the banks have continued their policy of extending credit only for imports of merchandise considered essential to the progress of the country. As evaporated apples cannot be regarded as one of these essentials, the imports of this product have shown an increasing tendency to decline.

During 1930 the quantity of evaporated apples imported into Finland amounted to 264,866 kilos as compared with 526,465 kilos in 1929. Imports for 1931 show a slight increase to 269,372 kilos. Detailed statistics for 1931 are not yet available, but of the 1930 imports 237,772 kilos came from the United States, 23,047 kilos are credited to Germany, while the remainder of the imports are not allotted to any country. No imports are credited to Canada, although the Dominion Bureau of Statistics reports that during the fiscal year ended March 31, 1930, 45.3 kilos of evaporated apples were shipped to Finland; none apparently was shipped in 1931.

### MARKET PREFERENCES

As usual the preference in evaporated apples is for a white coloured product, the extra choice California variety being mostly in demand. The choice packs from other West Coast states are also favoured, while the prime New York State evaporated apples also enjoy a fair sale, although apparently in declining proportions.

Rings are more widely demanded than quarters. Distribution in boxes of 50 pounds is the rule, and these are usually lined with either parchment or greaseproof paper and bound with iron or steel strapping when intended for shipment to Finland.

The bulk of the sales, as high as 95 per cent according to one importer, is for household use, bakers apparently taking only small quantities of this commodity. No evaporated apples are being distributed packed in cardboard cartons. The quality of the contents is usually stamped or stencilled on the ends of the cases, and while it is the custom of the larger western shipping organizations to include a certificate of quality with the shipping documents, there is no general demand for such a guarantee of quality. This in effect means that evaporated apples are sold in Finland either on sample or on the general reputation of the shipper or his agent.

### PRICES AND TERMS OF PAYMENT

Current quotations for California extra choice evaporated apples packed in boxes of 50 pounds, c.i.f. Helsingfors, are around \$7.30 per 50 kilos, and for choice pack the prices are about \$6.75 per 50 kilos.



Orders are generally placed by importers during the late summer and early fall months, while deliveries are usually requested for October-November.

Terms of payment are always net, cash against documents, three days' sight, payable at a branch of a Finnish bank, and no business has ever been done against previously established letters of credit, except at the express wish of an importer who had funds available in the United States.

#### CUSTOMS DUTIES

Evaporated apples imported into Finland are subject to a duty of 6 Finnish marks per kilo (7 cents per pound at par rate of exchange), and the tare allowance for the weight of the case is fixed at 15 per cent of the gross.

Notwithstanding the tendency to limit the imports of evaporated apples into Finland, there are some reliable agents who are desirous of securing the representation of Canadian exporters. Canadian shippers interested in this market, which should develop at least to twice its present proportions, are requested to communicate with the Canadian Trade Commissioner in Oslo, Norway, whose territory includes Finland, and who is in a position to suggest the names of responsible agents.

### FOREIGN TRADE OF DENMARK

FREDERICK H. PALMER, CANADIAN TRADE COMMISSIONER

Oslo, September 21, 1932.—Detailed statistics of the foreign trade of Denmark for the calendar year ending December 31, 1931, have just been published.

During the four years ending with 1931 there was a continuing tendency to import goods to a greater value than recorded for exports. The adverse balance of trade for the four years 1928, 1929, 1930, and 1931 was 79·2, 81·5, 113·1, and 131·9 million kroner respectively.

The following table shows the imports and exports for those years:—

	Imports	Exports
	(000 omitted)	
1928 . . . . .	1,735.9	1,656.7
1929 . . . . .	1,793.2	1,712.1
1930 . . . . .	1,729.1	1,616.0
1931 . . . . .	1,464.8	1,332.9

From this table it can be seen that the value of the imports during 1931 declined 15·3 per cent, while the value of the exports shrank 17·5 per cent, compared with 1930. The differences do not necessarily indicate a reduction in volume; important changes occurred in the price indices. The following short table showing the average indices of prices of imported and exported commodities during the past three years indicates the principal factors causing the reductions in total values:—

	1931	1930	1929
Imported goods . . . . .	112	127	148
Exported goods . . . . .	95	125	149

The table shows the greater decline in comparative export prices than in import values, and the difference in extent of the decline suggests the cause of the increasing adverse trade balance during the years under review.

When the statistics are further examined with special respect to the volume of goods moving, it is noticed that a not inconsiderable increase in volume of total trade has occurred during several years, increases which since 1928 have been due entirely to heavier imports. The following table shows the state of the trade of the kingdom from the standpoint of volume of goods moving:—

	Imports	Exports Metric Tons	Total Trade
1928 . . . . .	10,430	2,188	12,618
1929 . . . . .	11,454	2,133	13,587
1930 . . . . .	11,784	1,969	13,753
1931 . . . . .	12,056	1,824	13,880

## TRADE BY COMMODITY GROUPS

In the opening paragraphs of this report the statistics shown of import values are the total of the values of the imports as declared to the customs officials at the time of importation. The Central Bureau of Statistics publishes special comparative tables of statistics both for imports and exports which uses the actual volumes of each but which, with respect to values, uses the average value of each commodity in order to obtain the total values as shown in these special tables. These statistics are arranged in two ways, one grouping the trade according to kind and use, and the other classifying the commodities according to purpose.

When compared with similar statistics for 1930, the special values of imports for 1931—1,410 million kroner—are lower than the total for 1930—1,657 million kroner—by 247 million kroner or 14.7 per cent. Only in three main groups was any upward movement in total values recorded, including grain, from 138 to 143 million kroner, certain manufactures of grains, and products of the garden and fruits, from 40 to 45 million kroner.

In nearly all the other groups declines in values are recorded, although the importance of the decline varies widely. In the case of fertilizers the decline amounted to 46 per cent, when the value for 1931 was only 33 million kroner compared with 62 million kroner for 1930. Feeding stuff imports dropped from 102 to 87 million kroner, but offsetting this apparent loss to the supply of feed for the live stock of the country there was the noticeable increase in the imports of grains just mentioned. Imports of manufactured textiles fell in varying degrees, those made from vegetable fibres showing the greatest fall from 72 million kroner to 60 million kroner, while the smallest decrease occurred in the imports of silk goods, from 29 million kroner to 27 million kroner. Despite these reductions in the values of important textile groups, the value of the imports of clothing, other than footwear, remained fairly steady, the decline only being from 69 million kroner to 68 million kroner. Other groups which declined in values of imports included the following: lard, oils, rubber, etc., from 99 to 77 million kroner; timber, from 61 to 43 million kroner; manufactures of wood, from 30 to 25 million kroner; other products of vegetable origin, from 92 to 73 million kroner; iron, unworked, from 76 to 57 million kroner; all the metal groups in varying degrees, and the group in which is included vehicles, machines, instruments and watches, from 139 to 109 million kroner.

The fall in the purchasing value of the krone abroad after October, 1931, with the consequent increases in prices of imported goods, tended to check a general price decline then in being, which had the desirable effect of arresting the drop in import values. It was noted that the declines in values for most of the commodity groups were less for the whole year than they were during the first nine months, while for some groups values tended to show increases as the year drew to a close.

In order the better to show the importance of imports in the economy of the nation, special tables have been prepared setting forth the imports in groups of commodities arranged according to purpose. The largest group is that covering finished industrial products, which alone accounts for 34 per cent of the whole imports. The value amounted to 485 million kroner compared with 548 million kroner in 1930, when it comprised 33 per cent of the total imports. In this group are not included manufactured foodstuffs such as flour, or feeding



stuffs such as oilcakes, or fertilizers which are also completely manufactured at the time of importation. Imports of semi-manufactured goods declined from 197 million kroner to 145 million kroner.

When such completely manufactured goods as yarns, leather, vegetable oils, fertilizers, and feeding stuffs are included in this group, the total value of finished goods imported amounts to a total for 1931 of 713 million kroner or 51 per cent of the whole. The finished products of most importance were textiles, 204 million kroner; iron products such as machines, ships, automobiles, 117 million kroner; and oilcakes, 81 million kroner.

The values of raw products for use in industry amounted to only 165 million kroner, a reduction compared with 1930 of about 26 per cent or 58 million kroner. This serious decline must have been due exclusively to the great declines in value, as the quantity imported during 1931 increased from 338,000 tons to 406,000 tons. The more important commodities included in this group are timber, 38 million kroner; threads and yarns, 14 million kroner; and iron, metals, hides and skins, etc.

The values of the imports of semi-finished goods, or goods to be used in Danish industries, amounted during 1931 to only 189 million kroner, or 52 million kroner less than in 1930. Included in this group are semi-finished iron and steel, 66 million kroner compared with 88 million kroner in 1930; automobiles in parts for assembly in Danish factories, 28 million kroner against 40 million kroner in 1930; cod liver oil, lubricating oil, vegetable oils, tar, asphalt, pulp, etc.

Important commodities such as coal, coke, gasolene, fuel oil, and kerosene are grouped together in a "fuel" classification. Compared with 1930, the imports of these commodities decreased from 153 million kroner to 133 million kroner, there being serious declines in the values of coal, kerosene, and gasolene imported. The quantities of coal imported, however, showed only a slight reduction from 3,696,700 tons to 3,661,200 tons, while the imports of gasolene increased from 207,100 tons to 242,400 tons.

One of the most important groups in this classification of imports is that in which is included raw materials for use in agriculture. This important group has decreased in total value during the last three years, the total value of the imports in each year being 288 million kroner in 1929, 256 million kroner in 1930, and only 215 million kroner in 1931. The great declines compared with 1930 have been attributed to lesser imports of oilcakes and of fertilizers, for which commodities prices were lower at the same time as import volumes dropped. With respect to grain, in spite of the great declines in prices, the deficiencies in home supplies were so much greater than in 1930 that the imports of 1931 exceeded in value as well as in volume the imports of 1930. The extent of the Danish market for maize has widened so during the past few years that it is deemed necessary to give the excess of imports over exports of this important feeding stuff for the last three years. In 1929 the import surplus was 181,600 tons; in 1930, 299,600 tons; and in 1931, 723,100 tons.

The imports of fertilizers declined in a striking manner compared either with 1930 or with 1929. The total volume of imports in 1929 was 685,100 tons; in 1930, 683,300 tons; in 1931, 420,000 tons.

Those products which can be classified as foodstuffs for human consumption are subdivided into five subdivisions. The first includes those of animal origin, and the following statistics of values of imports during the past three years witness to the continuance of progressive price reductions. In 1929 the value of the imports of this sub-group amounted to 11,437,000 kroner; in 1930, to 9,685,000 kroner; and in 1931, to 6,885,000 kroner.

The imports of milled and unmilled bread grains declined during 1931 compared with 1930, but the rate of decline was not so sharp as in the previous

year. In 1931 the imports amounted to 68,790,000 kroner, in 1930 to 72,054,000 kroner, and in 1929 to 107,829,000 kroner.

The value of the imports of foodstuffs of fish origin, which increased in value from 1929 to 1930, also dropped during 1931. The value in 1931 was 6,304,000 kroner compared with 8,474,000 kroner in 1930.

Imports of "other foodstuffs and articles of consumption not prepared," which includes such important goods as vegetables, fruits, coffee, tea, cocoa, raw tobacco, and spices, were almost the same as in 1930, the value being 87,456,000 kroner in 1931 compared with 87,860,000 kroner in 1930.

The last group of this important section of imports includes all other goods which properly belong to it and are not included in any other subsection. With this group are classed such merchandise as margarine, preserved foods of all kinds, rice, sugar, chocolate, tobacco products, salt, and liquors and beverages. During the past three calendar years the downward tendency in values of imports has continued but the net decline is not serious. In 1929 the total value was 47,295,000 kroner; in 1930, 45,196,000 kroner; and in 1931, 43,502,000 kroner. The home production of sugar was 128,300 tons in 1929, 159,400 tons in 1930, and 115,600 tons in 1931. The great change which took place in the imports of fruit in 1931 as compared with 1930 is worthy of special mention. During 1930 imports of all fruits amounted to 30 million kroner, of which 20 million kroner covered fresh fruit. In 1931 the statistics give the total imports a value of 36 million kroner, of which 24 million kroner was of fresh fruit, so that despite the decreased prices a larger import occurred.

## ECONOMIC CONDITIONS IN THE NETHERLANDS

RICHARD P. BOWER, ASSISTANT TRADE COMMISSIONER

[One Dutch florin equals \$0.402 Canadian at par]

Rotterdam, September 30, 1932.—Although there has been a certain improvement in sentiment in this country during the last quarter, due chiefly to a firmness in commodity prices and buoyant stock exchange quotations, the level of foreign and domestic trade remains unsatisfactory, while local industrial activity continues to decline. Imports for the month of August amounted to 95,000,000 fl. compared with 96,345,000 fl. in July, and 147,376,000 fl. in August, 1931. Exports were valued at 67,141,000 fl. in August, being slightly larger than in July, when they amounted to 62,563,000 fl. Exports in August, 1931, were valued at 106,562,000 fl.

The convention between the Netherlands and Belgium and Luxembourg, which is intended to increase the flow of trade between the respective countries, has contributed to the better feeling that is prevalent here, although probably the greatest factor has been the improvement in stock market quotations on the principal foreign exchanges as well as on the Amsterdam Bourse. The following table shows the quotations for the leading stocks at Amsterdam at the beginning of the quarter, the highest point reached during the period, and the closing prices on September 30:—

	June 30	High	Sept. 30
Unilever . . . . .	93	128	119
Philips' lamps . . . . .	69	133	125
Neth. Ship Union . . . . .	41	75	68
A.K.U. . . . .	24	56	50
Royal Dutch Shell . . . . .	122	175	163

### BUDGETARY MEASURES

The protracted decline in the national income gives cause for some concern. Taxes are already at a very high level, and a deficit of some 147,600,000 fl. is



indicated for the fiscal year 1933. The Minister of Finance has sought to reduce this figure by the adoption of four measures:—

- (1) A decrease in services and expenditures of 57,000,000 fl. This will be accomplished by a reduction in the budgets of all departments.
- (2) A civil service salary reduction to yield 14,500,000 fl. An all-round salary cut of 8 per cent is planned, plus an increase in the contribution to retirement funds.
- (3) Increased taxes to yield 36,000,000 fl. Customs duties and the excise duty on beer are to be increased by 30 per cent, to yield 26,000,000 fl., and increased capital taxes to yield an additional 10,000,000 fl.
- (4) Transfer of 18,000,000 fl. from the 1933 reserve account.

Even with the above sources yielding up to estimates, a deficit of some 22,000,000 fl. is indicated. The Netherlands State Railways will carry a deficit of some 26,000,000 fl. into the new fiscal year on their 1932 operation, without making any allowance for depreciation. Increased freight rates, and lowered salaries and other expenditures, are forecast.

The issues market showed some signs of reawakening during the period, although activity was confined almost entirely to Government and municipal issues. Money was plentiful throughout the period; the private discount rate was  $\frac{5}{8}$  per cent compared with the official rate of  $2\frac{1}{2}$  per cent. The circulation of bank notes is covered over 100 per cent by gold.

#### SEAMEN'S DISPUTE

The only industrial dispute of any importance during the quarter was that in the mercantile marine. Dutch ship-owners attribute their inability to meet the competition of foreign shipping to the higher wages paid on Dutch ships, and proposed to reduce these accordingly. The seamen, owing to what they regard as the relatively high cost of living in the Netherlands, refused to accept the reduction. A virtual tie up of local shipping occurred, but after much inconvenience the seamen's terms were accepted, and the level of wages is to be maintained pending further discussion.

### WHEAT FLOUR IN THE CUBAN MARKET

E. L. McCOLL, CANADIAN TRADE COMMISSIONER

Havana, September 19, 1932.—Although Cuba up to the present year has been consuming over a million bags of flour per annum, no wheat is grown on the island and there are no wheat flour mills. Imports in the years 1928 and 1931 amounted to 1,170,840 bags and 903,585 bags of 200 pounds respectively. The average for the four-year period was 1,099,235 bags. During 1932 there has been a steady decrease, imports for the first eight months amounting to 563,315 bags, an average of 46,943 per month against the monthly average of the previous four years of 91,603. A big drop took place in August, when only 28,549 bags were imported, compared with the average of 90,111. This decline has been attributed to decreased buying power and also to the effect of the law which went into force on July 2 requiring that from 10 per cent to 40 per cent of the flour used for bread shall consist of yuca, a flour made from a native root. The sudden drop of 70 per cent for August is not due to depreciated buying power, because this condition has developed gradually during the last three years, but rather from the indisposition to purchase which has overcome buyers on account of the uncertainty over the effect which the new law may have on the consumption of wheat flour.

SOURCES OF SUPPLY

Of the 563,315 bags of wheat flour imported into Cuba during the first eight months of 1932, 55 per cent was received at Havana, 12 per cent at Santiago de Cuba, and 6 per cent each at Caibarien, Cienfuegos, and Nuevitas. The remaining 15 per cent was divided between 18 other ports. During the eight-months' period under review the port of Havana received 210,405 bags from New York, 88,261 from New Orleans, 3,000 from Vancouver, and 2,400 from St. John. The five principal United States mills are credited with a total of 352,764 bags, and some 85 American millers figure in the remainder, ranging from 15,000 bags each down to 100. Canadian statistics show that exports of flour to Cuba during the last four years were as follows:—

	Barrels
1928 . . . . .	18,804
1929 . . . . .	36,428
1930 . . . . .	7,638
1931 . . . . .	11,996

NEW TAXES ON FLOUR

In August last new internal taxes went into force, including a consumption tax on wheat flour of ½ cent per pound. As this tax was payable at the customs houses on flour imports, a preference of 30 per cent of the tax is allowed to American flour. Duty and taxes on a 200-pound sack of flour are now:—

	Flour from the United States	Flour from Canada
Duty . . . . .	\$ 83.7	\$1 19.6
3 per cent public works tax . . . . .	02.5	03.5
Harbour tax . . . . .	06.4	08.0
New consumption tax . . . . .	70.0	1 00.0
	\$1 62.6	\$2 31.1

As a result of the increased preference one well-known mark of this American flour was quoted here at \$4.20 per bag of 200 pounds before September 8, but after this date the price rose to \$4.50, while Canadian quotations on the same quality of flour from Canada remained as before, around \$3.80 U.S. funds c.i.f. Havana. The prices given are for time payments up to 60 days after sight, and carry with them such extreme discounts as 10 per cent for payment on arrival; 20 per cent payment in New York, and 10 per cent for orders of 1,000 bags or more. These figures naturally vary from day to day and also with the marks of different millers, and therefore should be considered only in a general sense, although they are exact for the particular brands and date concerned. The following details of the landed cost of flour may be of interest.

	C.I.F. Cost	Duties	Cost in Cuba after Duties have been paid
Canadian flour . . . . .	\$3 80	plus \$2 31.1	= \$6 11.1
United States flour made from Canadian wheat	4 50	plus 1 62.6	= 6 12.6

The increased price of approximately 70 cents of American flour made from Canadian wheat over that of flour shipped direct from Canada results from the United States internal revenue tax on the amount of Canadian wheat used, which tax in 1930 was made equivalent to the Cuban preference received by the American exporter. The fact that quotations on flour of some of the large American shippers advanced 30 cents on the passing of this recent Cuban decree confirms the opinion that the flour concerned is thus affected.

Local taste in the main demands flour made from hard spring wheat; and on a price basis Canadian flour blended for Cuba should be competitive. The flour having the most demand here comes from Buffalo. In fact, Buffalo flour is so much spoken of that it is vaguely and perhaps erroneously stated that 90



per cent of the shipments from New York are of Buffalo origin. It is difficult at this end to say to what extent, if any, depreciated Canadian currency should assist Canadian millers; it also helps American millers to buy Canadian wheat.

#### TYPE OF FLOUR IN DEMAND

The type of flour in demand is also influenced by a law enacted in 1931, which prohibited bakers to work between the hours of 9 p.m. and 4 a.m. Dough therefore had to be made which could be left unbaked at 9 p.m. and put into the ovens seven hours later at 4 a.m. The flour previously employed could not be used as the dough would have reached its highest point of fermentation and have fallen flat before the hour for baking. Upon the request of their agents, two or three American millers sent chemists to Havana, who worked with the bakers and evolved a product which met the situation. There were also minor modifications in the flour which the bakers desired in order to meet more fully local requirements, including taste. The public will buy a large loaf in preference to a small one, although the latter may weigh the same and be bread of better texture. An agent of a Canadian mill, when demonstrating his flour by a practical baking test in comparison with others, found two difficulties. It rose too quickly and the loaf was not large enough. The competing flour came to maturity slowly, made a larger loaf, and kept up until the baking hour arrived. The Canadian sample rose more quickly and had to be baked earlier. The competing bread was full of air holes and sliced badly. This fact was admitted by the bakers; nevertheless they stated that the larger the loaf the more easily is it sold. During the last year it is said that many bakers of the island have broken away from the restricted-hours law and work throughout the night. However, they continue to buy Buffalo flour. Some millers, both Canadian and American, have solved these problems, but only some four or five from the United States have succeeded in convincing the Cuban bakers of the fact. They have done this by sending technical men from the mill, who, after convincing a group of bakers by practical demonstrations, have engaged some of them to carry on the work among their national colleagues. These firms have also spent money on other forms of propaganda. By this method of attacking the problem a major gain has been made out of all proportion to the money and effort expended.

With the wide field that is available in Cuba, it would seem to be a reasonable venture for some Canadian mill by itself, or else in combination with others, to send a technical man to reside here permanently in order to study local conditions and to demonstrate Canadian flour. The Trade Commissioner, actuated by a keen desire to see flour shipments from the Dominion increase, has pieced together local trade opinion, hoping that it may prove of value to Canadian millers, from whom he invites inquiries.

### ECONOMIC CONDITIONS IN COLOMBIA

J. A. STRONG, CANADIAN TRADE COMMISSIONER

Panama City, September 29, 1932.—The business situation in Colombia continues difficult. While there appear to be some indications of improvement in internal trade, the latest statistical returns published show a further reduction in imports. During the first half of 1932 total imports were valued at \$14,405,452 as compared with \$22,222,121 in the corresponding period of 1931. Total imports in the calendar year 1931 amounted to \$41,056,000 as against \$62,841,000 in 1930 and \$126,377,000 in 1929.

The decline in imports of foodstuffs has been more pronounced than in other lines, imports amounting to \$1,152,276 for the first half of 1932 as compared with \$4,218,220 during the corresponding period of 1931. Of the former amount, wheat accounted for \$136,976 as against \$362,953 during the first six months of 1931. The fact, however, that wheat is imported despite the existing tariff of 8 cents per kilogram and generally reduced purchasing power would indicate that the trade should be resumed when conditions return again to normal. Wheat flour has been similarly affected by the customs tariff, imports in 1931 amounting to \$232,000 as against \$779,000 in 1930.

A system of foreign exchange control has been in effect for some time in Colombia, administered by a Board appointed by the Government. The value of the Colombian peso (par \$,973 U.S.) is fixed nominally at \$1.05, although actually the discount is higher. First-class importers normally experience no undue difficulty in obtaining the required permit to make remittances covering purchases from abroad. The coffee export season begins again the latter part of October, when it is expected exchange will be readily available. However, credits should be very carefully checked.

The favourable factor in Colombia's economic position is the high level at which coffee exports have been maintained. The coffee is sold on the basis of quality and the entire production can always be marketed. Consumption of Colombian coffee in Canada has increased in recent years.

### APPLE IMPORT TRADE OF ARGENTINA

R. G. C. SMITH, ASSISTANT TRADE COMMISSIONER

Buenos Aires, September 1, 1932.—Although the extent of the Argentine apple market has been considerably reduced since 1930, owing to the imposition of high import duties and other restrictions, nevertheless it is sufficiently large to merit the attention of Canadian growers. The following table gives the imports for the last two years:—

Country of Origin		1930	1931
United States . . . . .	Boxes	273,206	154,382
	Barrels	143,836	10,404
	Baskets	.....	1,173
Canada . . . . .	Boxes	23,120	....

The United States has been practically the only exporter to Argentina during the last half of each year, although insignificant shipments have arrived from Switzerland and other continental countries. New Zealand, and Chile to a lesser extent, have also been sending considerable quantities of apples to Argentina, but as these arrive during the opposite season to North American apples, they do not conflict. Imports from these countries for 1929, 1930, 1931, and 1932 were as follows:—

Country of Origin	1929	1930	1931	1932
			Boxes	
New Zealand . . . . .	142,378	144,658	35,857	47,130
Chile . . . . .	107,896	52,224	30,557	9,791

There are several zones of the Argentine Republic suited to the production of apples. These are all being developed by the various British-owned railways, who maintain technical experts to supervise and improve the orchards. The main zone is in the district about the Rio Negro. In round figures the total annual production of Argentina, which begins in January and ends in March, may be placed at 200,000 boxes. There is a small export trade, principally to Brazil.



American apples begin to arrive on the Buenos Aires market towards the end of August and continue up to the end of December. The first shipment this year left Los Angeles on July 30, with about 2,700 boxes of Gravensteins. The Delicious apples, which usually arrive about the end of October from the United States, are the most popular, although quantities of Gravensteins, Jonathans, King Davids, and Winesaps are also imported according to their seasons. Local apples, principally from the Rio Negro, begin to appear in Buenos Aires towards the end of January and are on the market up to the end of August. Apples from New Zealand appear in May of each year and can be bought up to the end of September, while supplies from Chile commence in February and end in April. Local apples are grown in practically all the well-known varieties. Imports from New Zealand are entirely the Delicious, and from Chile they consist of Northern Spies, Hoovers, Delicious, Hindabo (local type), and Reinette du Canada.

About the middle of January of each year the Argentine grapes and peaches begin to appear on the market in considerable quantities and effectively restrict the sale of imported apples. These fruits are sold at very low prices and are available until the end of May.

Canadian apples were first introduced in 1929, and are known to most of the importers in Buenos Aires. The British Empire Exhibition of 1931 did much to display and popularize them, and they are generally well regarded. The only disadvantage compared with the American product is that they arrive at a much later date. However, their flavour and firmness are considered as fine as any. One criticism of the Canadian shipments was that their sizes were under the American. The size is most important and should be slightly larger than called for in the grade. The paper used for wrapping the apples must be free from all odour.

## REGULATIONS GOVERNING LIQUIDATION OF OBLIGATIONS IN FOREIGN CURRENCY IN BRAZIL

A. S. BLEAKNEY, CANADIAN TRADE COMMISSIONER

Rio de Janeiro, September 13, 1932.—A decree officially published on August 30 deals fully with the moratorium declared on July 11 on all bills and contractual instalments in foreign currencies maturing in Brazil between July 11 and August 31. This decree reads as follows:—

Decree No. 21,771 of August 29, 1932, extends the dates of maturity and regulates the liquidation of bills and contract instalments expressed in foreign currencies.

The head of the Provisional Government of the United States of Brazil, using the powers contained in Art. 1 of decree No. 19,398 of November 11, 1930, and in view of the abnormal situation, decrees:—

*Art. 1.*—The bills and contract instalments expressed in foreign currencies, falling due from September 1, 1932, up to October 31, 1932, shall have their maturity dates extended by sixty days. For collections from the exterior there must be made a deposit in the Bank of Brazil, or the holding bank, of the equivalent in milreis at the official rate of exchange on August 31, 1932.

*Sole Para.*—During the same period, counting from the date of this decree and under the terms of this article, payment shall not be exacted of the bills expressed in foreign currency maturing between July 11 and August 31, the equivalent of which in paper have not been deposited in accordance with the sole para. of decree No. 21,604 of July 11, 1932.

*Art. 2.*—The liquidation of bills and instalments to which the decree No. 21,604 of July 11, 21,661 of July 21, and 21,712 of August 7, all of this year, as well as those referred to in Art. 1, and its sole paragraph, of the present decree have reference, shall be made in monthly instalments of 25 per cent of their amount, commencing with the new due date.

*Sole Para.*—The rate of exchange for all the instalments shall be fixed at the time of the first payment.

*Art. 3.*—The collections from the exterior which have been guaranteed by deposits in accordance with decree No. 21,604 of July 11 last and with the present decree shall have preference for exchange cover.

*Art. 4.*—While this moratorium remains in force the form of payment stipulated in the second part of Art. 25 of Law No. 2044 of December 31, 1908,\* will not be permitted unless with consent of the creditor.

*Art. 5.*—This decree will enter into force on the date of its publication.

*Art. 6.*—Dispositions to the contrary are hereby revoked.

#### EXPLANATORY NOTES

The original decree extended by fifteen days the due date of bills and contractual payments in foreign currencies coming due between July 11 and August 31, but the extension was contingent on the deposit of the equivalent in milreis at the rate of 13·310 milreis to the American dollar.

A second decree extended these due dates to thirty days, and a third decree to sixty days under the same condition of deposit of milreis.

In the latest decree translated in full above the exchange rate for milreis deposits happens to be the same for bills maturing between these different dates—i.e. 13·310 milreis to the American dollar. For Canadian dollars the rate is in relation to the discount on the Canadian dollar in the United States.

It will be noted that the effect of the above decree and previous decrees is to extend the due date of all bills and contract payments in foreign currency, falling due between July 11 and October 31 by sixty days, and that cover will be furnished by the Bank of Brazil in four monthly instalments commencing from the new due date.

It is to be noted that all these bills and payments which have been guaranteed by deposit of milreis will receive preference in the matter of cover.

Article 4 of the latest decree is intended to protect the creditor against the possibility of the debtor obtaining quittance of the bill by depositing milreis at the sight rate of exchange under article 25 of Act 2044 of December 3, 1908, quoted as footnote.

Under this article, which is not very clear, the debtor could make judicial deposit of milreis and be legally clear of the debt.

Under the first three decrees debtors who did not make the deposit of milreis did not benefit by the moratorium, and bills against them could be protested. The latest decree brings such debtors under the moratorium, but they take second place in the matter of receiving cover.

## JAVA CANNED SALMON IMPORTS INCREASING FROM CANADA

GEO. R. HEASMAN, CANADIAN TRADE COMMISSIONER

Batavia, Java, September 6, 1932.—Exports of canned salmon from Canada to Netherlands India in 1925 were approximately 16,000 cases. During 1931 (fiscal year) exports fell to 1,500 cases. This is not entirely the result of the depression, but represents a steady decline in imports of canned salmon from all countries due to the popularity of the lower-priced California sardines with the natives. Statistics for this year, however, indicate that imports of California sardines are falling faster than those of canned salmon.

\* Art. 25 of Decree 2044 of 3rd December, 1908, reads as follows: "Art. 25—A bill of exchange must be paid in the currency indicated. If a foreign currency is indicated and there is nothing to the contrary expressed on the bill, payment must be effected in national currency, at the sight rate of exchange on the due date and at the place of payment; or there being no exchange market, by that at the nearest place."



Listed below are the imports of salmon and sardines for the first six months of 1932 into Netherlands India and the imports for the corresponding period of each of the past three years. Local statistics show the imports in kilograms, but in these figures an effort has been made to convert kilograms to cases which convey a better idea of the imports. Values have been converted to Canadian dollars at par rate of exchange.

	First Six Months				First Six Months			
	1929	1930	1931	1932	1929	1930	1931	1932
	Cases				Values in Canadian Dollars			
Canned Salmon—								
Great Britain . . . .	1,701	2,102	2,054	1,248	19,987	26,681	26,096	11,476
Canada . . . . .	2,903	1,958	715	1,368	11,524	7,833	2,387	4,456
British Malaya . . . .	4,186	2,435	588	255	17,105	9,975	2,135	922
United States . . . .	3,623	2,218	1,327	1,134	18,674	11,255	7,730	5,970
Other countries, principally Japan	2,236	78	273	793	9,080	490	1,258	1,826
Total . . . . .	14,739	8,791	4,957	4,798	76,370	56,234	39,606	24,650
Canned sardines—								
Europe . . . . .	3,854	4,156	2,207	655	51,476	64,351	34,384	11,244
British Malaya . . . .	32,901	18,385	10,340	5,971	136,313	70,487	31,330	18,214
Japan . . . . .	7,430	815	18,445	11,535	21,742	2,399	42,725	26,958
Canada . . . . .	35	2,871	477	2,500	247	18,778	2,323	8,643
United States . . . .	188,267	175,670	101,746	34,727	630,919	529,020	243,758	83,317
Total . . . . .	232,496	201,897	133,215	55,388	840,697	685,035	354,520	148,376

NOTE.—In converting kilograms to cases, salmon has been taken at 25 kilograms per case. Sardines from Europe and Canada are based on 35 kilograms per case, from the United States and Japan on 25 kilograms per case, and from British Malaya, where it is impossible to tell whether the sardines are of the California variety or of the more expensive brands in small tins from Europe, on 30 kilograms per case.

Total imports of salmon for the first six months of this year fell 67 per cent as compared with the same period in 1929. Imports from the United States were the most seriously affected, having fallen 69 per cent. Imports from Canada, however, although still less than half those of 1929, have registered an increase of approximately 91 per cent for the first six months of this year over the same period of 1931. The favourable exchange factor is no doubt responsible to a great extent for increased imports from Canada at the expense of the United States. The discount on Canadian currency also makes a smaller spread in price between salmon and the California sardine.

Imports of sardines for the first six months of this year registered a decline of 76 per cent against the same period in 1929 and 58 per cent from the corresponding period of last year. This decline of 58 per cent is in contrast to salmon imports, which for the first six months of 1932 declined only 3 per cent.

Several importers, who of late years have not been interested in canned salmon, have now been inquiring for prices and brands. The present is considered an opportune time for the Dominion to increase her exports to this territory. Interested exporters are requested to forward prices and a half dozen labels to the office of the Canadian Government Trade Commissioner. Chums and pinks, especially the former, are in demand in this market. These labels should preferably be predominantly red in colour with some outstanding figure to catch the eye. Actual samples of salmon are not required; the labels alone are sufficient with which to approach an importer.

## ECONOMIC CONDITIONS IN JAPAN

JAMES P. MANION, ASSISTANT TRADE COMMISSIONER

[NOTE.—For the respective periods January-June, July-September, and the year 1932 to date, the yen has been converted at the rates of 35, 30, and 33 cents Canadian.]

Tokyo, September 17, 1932.—Of particular interest during the three-months' period July to September was the heavy drop in the value of the yen, from a Canadian dollar equivalent at the beginning of July of 32 to a low level towards the end of August of 25½. The movement was marked by excessive forward purchases of raw cotton and the buying of foreign exchange for speculative purposes. When, in the middle of August, it was announced that Japan had the largest ten-days' export surplus in three years, the movement was allayed, and since then a decrease in purchases of raw cotton, increasing volumes of export bills, the termination of speculative sales, and increasing optimism in the world at large have been the chief factors in bringing about a recovery to the present level of 27½.

### FOREIGN TRADE

Despite the present instability of her currency, and partly also because of the relative cheapness on world markets which the low value of the yen has given her products, Japan regained in her export trade, during the period under review, a great deal of the ground lost during the first six months of the year. In the first half of 1932 there was an unfavourable trade balance of \$92,760,500, but early in August a recovery began which has continued steadily until the figures for exports and imports respectively for the period from June 30 to the middle of September were \$87,403,800 and \$48,242,400, indicating a favourable balance of \$39,161,400. If the present rate of increase in the favourable balance is maintained for the remainder of the year, the whole of the earlier unfavourable balance would be wiped away. The probability is, however, that the importation of raw cotton will counterbalance the greatly increased exports of cotton textiles, which have been chiefly responsible for the recovery of Japanese export trade. For the first eight months of the year Japan's exports of this commodity had a total value of \$53,606,850, representing an increase of approximately 13 per cent over the corresponding period of last year. There have also been important increases in the exportation of rayon textiles, wheat flour, and miscellaneous merchandise, while silk, on the other hand, despite the heavy shipments in August, is still far behind its total for last year.

### NEW LEGISLATION

In the interests of the agricultural community, the Government convened a special session of the Diet on August 23 with the object of revising the Rice Law, and of instituting a relief program entailing an expenditure of 1,600,000,000 yen over a period of three years. After long discussion in the Diet the Relief Bill was passed, but action on the Rice Law revision was delayed for a period of eighteen months.

### SILK PRICES

The most noteworthy price movement during the three-months' period was occasioned by silk. On July 1 spot silk sold on the Yokohama market at \$145.50 a bale, reacting in the middle of August to a top price of \$330. The price in New York closely followed the Japanese market; and as a result of accumulated stocks in that centre the price has fallen to \$273 a bale. A revival in exports



accompanied the rise in price, and 66,675 bales were exported, valued at \$12,282,600. There has been a noticeable drop in exports during the first ten days of September, only 13,034 bales having moved out of the country.

#### FINANCIAL CONDITIONS

The farmers still suffer from a heavy burden of debts, resulting in the assets of many of the banks being frozen, thus preventing the extension of further credits to worthy institutions and individuals. The following figures from the Bank of Japan's daily accounts, given in thousands of yen for the sake of comparison, demonstrate the credit position in the country:—

	June 30	September 10
	1,000 Yen	1,000 Yen
Note issue . . . . .	1,126,839	935,983
Specie reserve . . . . .	429,065	429,066
Loans . . . . .	774,621	707,121

Not only were the note issue and loans higher on June 30 than they are at present, but for a long period both before and after that date this high level continued, so that it may be assumed that in the course of general business the number of loans has decreased and credit has become more stringent. Although prices have risen both on the wholesale and the retail markets, this rise has undoubtedly not been caused by an inflation in sympathy with the drop in the yen, since credits have not been extended. The rise in prices may rather be attributed partly to the general optimism that has caused a rise in prices throughout the world, and partly also to the greater cost of imported goods.

## BRITISH MERCHANDISE MARKS ACT

### ELECTRICAL ACCESSORIES

The Board of Trade announce that they have referred to the Merchandise Marks Committee an application for an order in council to require the marking with an indication of origin of imported electrical accessories of the following descriptions:—

- Lampholders;
- Switches up to and including 30 amp. rating;
- Ceiling roses;
- Cut outs and fuses up to and including 30 amp. rating;
- Wall sockets and plugs and plug adaptors up to and including 30 amp. rating;
- Plugs and/or sockets for use as connectors up to and including 30 amp. rating;
- Adaptors for lampholders; and
- Switch plates.

## TARIFF CHANGES AND CUSTOMS REGULATIONS

### United Kingdom Duty Free List

A London Custom House notice of September 28 states that under the Import Duties Act, 1932, the Import Duties Advisory Committee had no power to recommend the removal of any goods from the Free List, but this power was recently conferred upon them under Section 7 of the Finance Act, 1932. The Committee notify, for the first time, that they are proposing to consider the exercise of this power in connection with an application which has been received for the removal of peroxide of manganese, whether ground or granulated, from the Free List and the imposition of an additional duty upon it.

The Committee also announce that they have under consideration the addition of tantalum metal to the Free List.

### Irish Free State Bounties on Exports of Bacon, Pork, and Plucks

The office of the Trade Commissioner in Dublin advises under date September 19, 1932, of an announcement by the Department of Agriculture that, from September 26, 1932, the Irish Free State Government are to pay bounties on pig products exported from the Irish Free State, as follows:—

Bacon . . . . .	10s. 0d. per cwt. (112 lb.)
Pork . . . . .	7s. 6d. per cwt. (112 lb.)
Plucks (lungs, heart, liver) . . . . .	5s. 0d. per cwt. (112 lb.)

Legislation dealing with the above will, it is anticipated, be introduced at the session of Dail Eireann in October.

Although the bacon industry is protected by a high tariff, prices have fallen, and as a result of the 20 per cent British tariff on imports from the Irish Free State, exports have dropped off considerably. The export bounties are regarded by the trade as a substantial contribution towards payment of the 20 per cent British tariff.

The bacon curers have decided to pass the full benefit of the bounties on to the producers. A bounty of 10s. per cwt. on bacon should, it is thought, enable bacon curers to increase the price for live pigs by from 5s. 6d. to 6s. per cwt.

Appended are the comparative figures of the exports of pig products from the Irish Free State for the months of July, 1931, and July, 1932. While the total export figure is given in each case, practically all the exports specified went to Great Britain. The discrepancies in the comparative figures, as previously mentioned, indicate that the 20 per cent special duty on imports into Britain levied since July is seriously affecting the trade in bacon and hams, and other pig products.

#### Irish Free State Exports for July, 1931 and 1932

	1931	1932	1931	1932
	Cwt.	Cwt.	£	£
Bacon and hams . . . . .	21,151	13,813	82,951	51,573
Fresh pork . . . . .	12,951	4,955	35,482	11,947
Other pig products . . . . .	3,263	2,386	7,651	4,506

### French Tariff on Canned Salmon

With reference to the announcement in *Commercial Intelligence Journal* No. 1496 (October 1, 1932), page 570, Mr. Hercule Barré, Canadian Trade Commissioner in Paris, writes that in consequence of an exchange of notes the French tariff on Japanese canned salmon, formerly subject to the minimum tariff of 75 francs per 100 kilos, has been increased to 84 francs per 100 kilos. This rate is to apply to Japanese salmon up to a quota of 10,000 metric tons. The new Japanese rate is established at a 72 per cent reduction on the general tariff of 300 francs. The minimum tariff remains at 75 francs per 100 kilos.

### Proposed Increase in Netherlands Import Duties

Mr. J. C. Macgillivray, Canadian Trade Commissioner in Rotterdam, writes under date September 28 that, in the Budget for the forthcoming year which was presented to the States General a few days ago, it is proposed that there should be a temporary increase of 30 per cent in customs duties for the year 1933. Owing to the deficit in state revenues which the Budget has revealed, it is probable that this increase will become effective on January 1, 1933.

Most articles pay 10 per cent ad valorem when imported into the Netherlands at the present time. If this measure goes through, it will mean that the rate will be 13 per cent. In cases where the present duty is higher or lower than the level of 10 per cent, the new rate will be 30 per cent higher than the one now in force.



### Italian Tariff Changes

Mr. A. B. Muddiman, Canadian Trade Commissioner in Milan, writes under date September 19, 1932, that in consequence of revised agreements between Italy and Yugoslavia, Switzerland, and Roumania, the duties on certain live animals and food products imported into Italy have been increased, effective from September 1, 1932. The following table shows the former and new duties on some of the products affected when imported from Canada and other countries enjoying most-favoured-nation treatment in Italy. Most of the rates quoted are conventional, general tariff rates being usually about double the rates quoted:—

	Former Rate		New Rate	
	Per 100 Kg. (220.4 Lb.)		Per 100 Kg. (220.4 Lb.)	
	Lire	\$	Lire	\$
Meat, unprepared (excluding poultry and game), fresh, even refrigerated . . . . .	27½	1 52	140	7 92
Same, frozen . . . . .	25	1 42	140	7 92
Meat, prepared, cooked . . . . .	66.10*	3 70*	300*	17 00*
Ham, salted, smoked or otherwise prepared . . .	91.70	5 19	280	15 85
Other meat, salted, smoked or otherwise prepared	55	3 11	240	13 58
Lard . . . . .	29.40	1 66	150	8 50
Bacon . . . . .	44	2 50	180	10 18
Eggs of poultry . . . . .	Free	Free	145.04	8 21
Egg yolks, dried or liquid . . . . .	Free*	Free*	300*	17 00*
Oats . . . . .	11.95	0 68	16	0 91

\* Plus a surtax of 15 per cent ad valorem.

Changes have also been made in the duties on cattle, pigs, live poultry, prunes, unspecified dry fruits, alimentary animal tallows, oleomargarine, artificial butter, coconut oils, and animal fats.

The lira at present equals 5.66 cents Canadian.

### Change in Cuban Profits Tax

Mr. E. L. McColl, writing from Havana under date September 30, states that the Cuban Government has, by decree gazetted on the 23rd of that month, substituted for the present profits tax a new business tax of 3 per cent on the gross returns of certain foreign firms. It affects all firms doing business in Cuba through their own branches, subsidiary companies, or agents, whenever the returns to such foreign companies can be adjusted irregularly by means of price-fixing so as to show no profit to be taxed, and if the Cuban Government is convinced that it is being thus defrauded.

### Tariff Regulations in Costa Rica

Writing under date October 5, 1932, Mr. H. Leslie Brown, Acting Canadian Trade Commissioner in Mexico City, reports that the following decree has been issued in Costa Rica:—

The importation into this country of all preparations used as infants' food which do not show the date when they were manufactured, either embossed in the tin containing same or in their original wrapper, is hereby prohibited.

This decree will go into effect on the 17th of February, 1933.

## AUSTRALIAN TENDERS

Copies of tender forms and specifications have been received from Trade Commissioner D. H. Ross, Melbourne, for the following material required by the Postmaster-General's Department, Melbourne: Switchboard cable, lead covered, enamelled, in accordance with Specifications No. 610C and No. 560A, and special conditions of schedule. Alternative total quantities.

These tender forms and specifications are open to the inspection of interested Canadian manufacturers at the Department of Trade and Commerce, Ottawa.

Tenders, which close on December 13, should be promptly mailed to the Deputy Director, Posts and Telegraphs, Melbourne, Australia, by registered post and endorsed "Tenders for Cable Switchboard (Lead Covered), Schedule C.885."

## FOREIGN EXCHANGE QUOTATIONS FOR WEEK ENDING OCT. 11

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending October 11, 1932, with the official bank rate. Quotations for the week ending October 3, 1932 are also given for the sake of comparison:—

Country	Unit	Nominal Quotations in Montreal Week ending Oct. 3	Nominal Quotations in Montreal Week ending Oct. 11	Official Bank Rate
Austria . . . . .	Schilling	\$ .1551	\$ .1539	6
Belgium . . . . .	Belga	.1526	.1528	3½
Bulgaria . . . . .	Lev	.0079	.0072	8
Czechoslovakia . . . . .	Krone	.0325	.0325	4½
Denmark . . . . .	Krone	.1973	.1973	4
Finland . . . . .	Markka	.0168	.0168	6½
France . . . . .	Franc	.0430	.0431	2½
Germany . . . . .	Reichsmark	.2617	.2614	4
Great Britain . . . . .	Pound	3.7975	3.7914	2
Greece . . . . .	Drachma	.0069	.0067	10
Holland . . . . .	Guilder	.4416	.4423	2½
Hungary . . . . .	Pengo	.1925	.1923	5
Italy . . . . .	Lira	.0563	.0563	5
Jugo-Slavia . . . . .	Dinar	.0189	.0195	7½
Norway . . . . .	Krone	.1916	.1916	4
Portugal . . . . .	Escudo	.0351	.0351	6½
Roumania . . . . .	Leu	.0065	.0065	7
Spain . . . . .	Peseta	.0900	.0900	6½
Sweden . . . . .	Krona	.1950	.1952	3½
Switzerland . . . . .	Franc	.2120	.2125	2
United States . . . . .	Dollar	1.0993	1.0993	2½
Argentina . . . . .	Peso (Paper)	.2817	.2817	—
Brazil . . . . .	Milreis	.0824	.0824	—
Chile . . . . .	Peso	.0673	.0673	4½
Colombia . . . . .	Peso	1.0526	1.0526	5
Mexico . . . . .	Peso	.3435	.3402	6-7
Peru . . . . .	Sol	.2198	.1978	6
Venezuela . . . . .	Bolivar	.1621	.1649	—
Uruguay . . . . .	Peso	.5194	.5194	—
Cuba . . . . .	Peso	1.0986	1.0986	—
Hongkong . . . . .	Dollar	.2578	.2583	—
India . . . . .	Rupee	.2885	.2885	4
Japan . . . . .	Yen	.2583	.2611	4.38
Java . . . . .	Guilder	.4430	.4452	4½
Shanghai . . . . .	Tael	.3366	.3359	—
Siam . . . . .	Baht (Tical)	. . . . .	. . . . .	—
Straits Settlements . . . . .	Dollar	.4479	.4507	—
British Guiana . . . . .	Dollar	.8025	.8100	—
Jamaica . . . . .	Pound	3.8478	3.8313	—
Other British West Indies . . . . .	Dollar	.8025	.8100	—
Martinique . . . . .	Franc	.0430	.0433	—
Guadeloupe . . . . .	Franc	.0430	.0433	—
Australia . . . . .	Pound	3.0395	3.0346	—
Egypt . . . . .	Pound (100 piastres)	3.8948	3.8886	—



## TRADE OPPORTUNITIES ABROAD FOR CANADIAN PRODUCTS

The Trade Inquiries for Canadian products published below have been received since the publication of the last issue of the *Commercial Intelligence Journal*. Interested exporters may secure the names and addresses of the firms making these inquiries, together with further details regarding the commodities required, on application to the Director, Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa, or—

### Secretary, Board of Trade—

Saint John, N.B.,	Toronto, Ont.,	St. Boniface, Man.,
Halifax, N.S.,	Woodstock, Ont.,	Winnipeg, Man.,
Quebec, P.Q.,	St. Mary's, Ont.,	Vancouver, B.C.,
Montreal, P.Q.,	Portage la Prairie, Man.,	New Westminster, B.C.

### Secretary, Chamber of Commerce—

Sherbrooke, P.Q.,	Belleville, Ont.,	London, Ont.,
Kingston, Ont.,	Peterborough, Ont.,	Victoria, B.C.,
Oshawa, Ont.,	Hamilton, Ont.,	Prince Rupert, B.C.

Border Chamber of Commerce, Windsor, Ont.

Industrial Commissioner, Stratford, Ont.

La Chambre de Commerce, de Montréal, 25 St. James E., Montreal, P.Q.

### Secretary, Canadian Manufacturers' Association—

Toronto, Ont.,	Winnipeg, Man.,	Vancouver, B.C.,
Montreal, P.Q.,	Edmonton, Alta.,	Victoria, B.C.

The Maritime Provinces Trade Commissioner, 122 Federal Building, Toronto, Ont.

The Bureau of Provincial Information, Victoria, B.C.

**Canadian exporters should, for follow-up purposes, transmit a copy of any reply sent in response to a Trade Inquiry to the Trade Commissioner in the territory from which the inquiry emanated.**

### Foodstuffs

691. MILK.—A Shanghai firm wish to obtain supplies of tinned sweetened and evaporated milk. Must be supplied without label, as they wish to use their own.

### Miscellaneous

692. REPRESENTATION.—A London firm of sales agents wish to represent Canadian firms for commodities of all kinds on a commission basis.

693. FOLDING BOXBOARD AND KRAFT PAPER.—A London (England) firm of agents wish to hear from Canadian exporters on a commission basis.

694. WOODEN DOWELS.—Buyers in London, England, are desirous of hearing from Canadian exporters.

695. FLOORING AND TIMBER.—A London firm are interested in obtaining offers of Canadian maple and birch hardwood flooring; also yellow birch timber.

696. PATENT SIDES.—A Stockholm firm of agents and importers wish to establish connection with Canadian manufacturers and exporters of patent sides.

697. PATENT SIDES.—A Copenhagen firm of agents wish to represent a Canadian manufacturer and exporter of patent sides.

698. HORSE AND COW GLOVING HIDES.—A West of England firm of manufacturers desire to be placed in touch with Canadian manufacturers of horse and cow gloving hides. Quotations c.i.f. United Kingdom port, together with samples, desired immediately.

699. INDUSTRIAL BONES.—An Osaka (Japan) firm wish to purchase industrial bones for manufacturing brush handles, buttons, etc.

700. INDUSTRIAL HOOFS.—An Osaka (Japan) firm are desirous of hearing from Canadian exporters of industrial hoofs (unwashed) with a view to purchase.

701. HARDWARE.—A Birmingham firm of export merchants and manufacturers' representatives, with branches at Cape Town, Durban, Nairobi, Sydney, and Wellington, desire to hear from Canadian hardware manufacturers with a view to representation in these centres.

702. ALUMINIUM CASTINGS.—Canadian exporters of aluminium castings are requested to correspond with an Osaka firm with a view to purchase.

703. TIN SCRAPS.—An Osaka firm desire to purchase tin scrap.

704. STEEL ROLLED STRIPS.—A Lima (Peru) firm desire to hear from Canadian exporters of steel rolled strips for the manufacture of shoe tacks in lengths  $\frac{7}{12}$ ,  $\frac{9}{12}$ ,  $\frac{5}{16}$ ,  $\frac{3}{8}$ ,  $\frac{7}{16}$ ,  $\frac{5}{8}$ ,  $\frac{9}{16}$ ,  $\frac{11}{12}$ , with a view to agency.

705. NICKEL SHORTS AND SCRAP.—A firm in Tokyo, Japan, wish to purchase nickel shorts and nickel scrap.

## PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

### From Montreal

To *Liverpool*.—Duchess of Atholl, Oct. 21; Duchess of Bedford, Oct. 28; Duchess of York, Nov. 4; Duchess of Richmond, Nov. 11—all Canadian Pacific; Antonia, Cunard Line, Oct. 28; Laurentia, White Star Line, Nov. 12.

To *London*.—Beaverbrae, Oct. 21; Beaverhill, Oct. 28; Beaverford, No. 4; Beaverburn, Nov. 11—all Canadian Pacific; Aurania, Oct. 21; Ausonia, Oct. 28; Ascania, Nov. 4; Alaulnia, Nov. 11—all Cunard Line.

To *Southampton*.—Montrose, Oct. 27; Montcalm, Nov. 10—both Canadian Pacific.

To *Manchester*.—Manchester Division, Oct. 20; Manchester Brigade, Oct. 27; Manchester Commerce, Nov. 3; Manchester Citizen, Nov. 10—all Manchester Line.

To *Avonmouth, Cardiff and Swansea*.—Kastalia, Oct. 19; Vardulia, Nov. 9; Concordia, Nov. 16—all Cunard-Donaldson Line; Norwegian, Dominion Line, Oct. 29.

To *Glasgow*.—Athenia, Oct. 21; Airthria, Oct. 28; Letitia, Nov. 4; Sulairia, Nov. 11—all Anchor-Donaldson Line.

To *Newcastle and Leith*.—Cairnglen, Oct. 21 (also calls at Dundee); Cairncross, Nov. 4; Cairngowan, Nov. 11 (calls at Hull, but not at Leith)—all Cairn-Thomson Line.

To *Belfast*.—Fanad Head, Head Line, Oct. 22 (cargo accepted for Londonderry).

To *Dublin*.—Carrigan Head, Head Line, Oct. 22 (cargo accepted for Cork).

To *Antwerp*.—Beaverbrae, Oct. 21; Beaverford, Nov. 4; Montcalm, Nov. 10—all Canadian Pacific; Hada County, Oct. 31; Brant County, Nov. 11—both County Line (also call at Havre).

To *Hamburg*.—Montrose, Oct. 27; Beaverburn, Nov. 11—both Canadian Pacific; Goslar, Hamburg American-North German Lloyd Line, Oct. 20 (calls at Bremen).

To *South France and Italian Ports*.—Valleluca, Oct. 20; Valprato, Oct. 30; Valcerusa, Nov. 5; Valrossa, Nov. 12; Valforita, Nov. 18—all Lloyd Mediterraneo Italian Service.

To *Norwegian Ports*.—Idetjord, October; Kristianiafjord, October; Tanafjord, October—all North American Line.

To *Scandinavian and Baltic Ports*.—Brahholm, Oct. 28; Ragnhildsholm, Nov. 5—both Swedish-America-Mexico Line.

To *St. John's, Nfld., and St. Pierre-Miquelon*.—Silvia, Furness-Red Cross Line, Oct. 21 and Nov. 4; Belle Isle, Newfoundland-Canada SS., Oct. 29 and Nov. 12 and 26.

To *Cornerbrook, Nfld.*.—New Northland, Oct. 19 and Nov. 2 and 16; North Voyageur, Oct. 24 and Nov. 7—both Clarke SS. Co.

To *Hamilton (Bermuda), Puerto Rico, St. Kitts, Antigua, St. Lucia, Guadeloupe, Martinique, Barbados, St. Vincent, Grenada, Trinidad and Demerara*.—Colborne, Oct. 21; Cornwallis, Nov. 4; Chomedy, Nov. 18—all Canadian National.

To *Hamilton (Bermuda), Nassau (Bahamas), Kingston (Jamaica), and Belize (British Honduras)*.—Lady Somers, Oct. 20 and Nov. 17; Cathcart (calls at St. Georges but not at Hamilton or Nassau), Oct. 28 and Nov. 25; Lady Rodney, Nov. 3; Cavelier (does not call at Hamilton or Nassau), Nov. 11—all Canadian National.

To *Bermuda, St. Kitts, Antigua, Guadeloupe, Dominica, Martinique, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo*.—Lorentz W. Hansen, Oct. 25; a steamer, Nov. 9—both Ocean Dominion SS. Corp.

To *Tampico and Vera Cruz*.—A steamer, Canadian National, weekly.

To *Colombia, Ecuador, Peru and Chile*.—A steamer, Canadian National, monthly.

To *Auckland, Wellington, Lyttelton, Dunedin, Brisbane, Sydney and Melbourne*.—Canadian Highlander, Canadian National, Oct. 28.

To *West and South African Ports*.—Calgary, Oct. 25; Mattawin, Nov. 25—both Elder Dempster Lines, Ltd.

### From Halifax

To *Liverpool*.—Nova Scotia, Oct. 18; Newfoundland, Nov. 8—both Furness Line; Ninian, Leyland Line, Oct. 26; Manchester Hero, Oct. 29; Manchester Exporter, Nov. 22—both Manchester Line.

To *London*.—Westernland, Red Star Line, Oct. 23; Sardinian Prince, Oct. 24; Italian Prince, Nov. 7; Corsican Prince, Nov. 21—all Furness Prince Line.

To *Manchester*.—Manchester Regiment, Oct. 23; Manchester Division, Oct. 30; Manchester Brigade, Nov. 6; Manchester Commerce, Nov. 13; Manchester Exporter, Nov. 22—all Manchester Line; Ninian, Leyland Line, Oct. 26.

To *Antwerp*.—Westernland, Oct. 23 and Nov. 20; Pennland, Nov. 6—both Red Star Line.

To *Gothenburg*.—Drotningholm, Oct. 27; Gripsholm, Nov. 5—both Swedish-American Line.

To *St. John's, Nfld., and St. Pierre-Miquelon*.—Dominica, Oct. 18; Rosalind, Oct. 31 and Nov. 14 and 28—both Furness-Red Cross Line; Nova Scotia, Oct. 18 and Nov. 29; Newfoundland, Nov. 8—both Furness Line (do not call at St. Pierre); Magnhild, Oct. 25 and Nov. 8 and 22; H. J. Kyvig, Oct. 29 and Nov. 19—both Newfoundland-Canada SS.



To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Nelson, Oct. 18 and Nov. 29; Lady Hawkins, Nov. 1; Lady Drake, Nov. 15—all Canadian National.

To Santiago (Cuba) and Kingston (Jamaica).—Calabria, Oct. 26 and Nov. 23; Andalusia, Nov. 9 (calls at Montego Bay and other Jamaican outports)—both Pickford & Black, Ltd.

To Bermuda, St. Kitts, Antigua, Guadeloupe, St. Lucia, Dominica, Martinique, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo.—Lorentz W. Hansen, Oct. 30; a steamer, Nov. 14—both Ocean Dominion SS. Corp.

To Hamilton (Bermuda), Nassau (Bahamas), Kingston (Jamaica), and Belize (British Honduras).—Cavelier (does not call at Hamilton or Nassau), Oct. 17 and Nov. 14; Cathcart (calls at St. Georges, Bermuda, but not at Hamilton or Nassau), Oct. 31 and Nov. 28—both Canadian National.

To Hamilton (Bermuda), Puerto Rico, St. Kitts, Antigua, St. Lucia, Guadeloupe, Martinique, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Colborne, Oct. 25; Cornwallis, Nov. 8; Comedy, Nov. 22—all Canadian National.

### From Saint John

To Alexandria, Port Said, Suez, Aden, Karachi, Bombay, Colombo, Madras, Rangoon and Calcutta.—City of Kimberley, American and Indian SS., Oct. 27 (cargo accepted for other Eastern ports, also for British East African ports).

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Hawkins, Oct. 24; Lady Drake, Nov. 7; Lady Nelson, Nov. 21—all Canadian National.

To Kingston and Jamaican Outports.—San Blas, Oct. 27; San Bruno, Nov. 10; San Benito, Nov. 24—all United Fruit Line.

### From New Westminster

To London, Liverpool and Glasgow.—Quebec City, T. A. Lee & Holway Ltd., Oct. 26 (calls at Manchester but not at Glasgow); Cortona, Balfour, Guthrie & Co., Oct. 30.

To United Kingdom Ports.—Norman Star, Oct. 20; Viking Star, Nov. 12; Trojan Star, Nov. 26—all American Mail Line; Planter, B. W. Greer & Son, Oct. 23; Titania, Canadian Transport Co., Nov. 1; Modavia, Balfour Guthrie & Co., Nov. 16.

To Japanese Ports.—Florida Maru, Nov. 7; Shunsho Maru, Nov. 19—both Yamashita Shipping Co.

To Shanghai.—City of Vancouver, Anglo-Canadian Shipping Co., Oct. 20; Selandia, Oct. 25; Jutlandia, Nov. 22—both B. L. Johnson Walton Co.

To South American Ports.—Ataconan, Balfour Guthrie & Co., Nov. 20.

### From Vancouver

To Yokohama, Kobe, Shanghai and Hongkong.—Heian Maru, Oct. 20; Hikawa Maru, Nov. 17—both Nippon Yusen Kaisha (also call Osaka); Seattle, Oct. 20; Tacoma, Nov. 20—both Tacoma Oriental SS. (call Tsingtao, Dairen, Taku Bar and Otaru but not at Hongkong); Tantalus, Oct. 30; Tyndareus (calls at Miiki), Nov. 20—both Blue Funnel Line.

To Yokohama, Kobe, Shanghai, Hongkong and Manila.—Empress of Canada (calls Honolulu), Oct. 22; Empress of Russia (calls Nagasaki), Nov. 5; Empress of Japan (calls Honolulu), Nov. 19—all Canadian Pacific; Olympia, Oct. 8; Grays Harbour, Nov. 8—both Tacoma Oriental SS. (call Osaka, Iloilo, Cebu and Legaspi but not at Shanghai).

To Yokohama, Kobe, Osaka and Moji.—Koyu Maru, Empire Shipping Co., Oct. 25.

To Honolulu, Suva, Auckland and Sydney.—Niagara, Canadian-Australasian Line, Ltd., Nov. 8.

To Sourabaya, Samarang, Batavia, Singapore, Belawan Deli, Penang, Rangoon and Calcutta.—Saparoea, Silver-Java-Pacific Line, Nov. 16 (also calls Manila and Iloilo).

To Auckland, Wellington, Melbourne and Sydney.—Golden Coast, Oct. 17; Golden Eagle, Nov. 17—both Oceanic and Oriental Navigation Co. (also call Lyttelton and Dunedin); Wairuna, Canadian-Australasian Line, Nov. 1 (also calls New Plymouth, Lyttelton and Dunedin).

To Brisbane, Sydney, Newcastle, Melbourne and Adelaide.—Tolken, Nov. 2; Yngaren (does not call at Newcastle), Dec. 2—both Empire Shipping Co.

To Liverpool, London, Southampton and Rotterdam.—Loch Goil, Oct. 22; Nebraska, Nov. 5; Dinteldyk, Nov. 20—all Royal Mail Lines, Ltd.

To London, Hull, Beraen and Oslo.—Granville, Fred Olsen Line, Oct. 27.

To Manchester.—Pacific Pioneer, Furness (Pacific) Ltd., Oct. 29.

To Marseilles, Genoa, Leghorn, Naples, Venice and Trieste.—Rialto, Oct. 18; California (does not call at Venice or Trieste), Nov. 12—both Empire Shipping Co., Ltd.

To Havre, Dunkirk, Bordeaux and Antwerp.—Wisconsin, Oct. 20; Winnipeg, Oct. 31; Oregon, Nov. 19—all Empire Shipping Co., Ltd.

To Scandinavian Ports.—Canada, Oct. 24; Buenos Aires, Nov. 18—both Johnson Line.

To Port of Spain (Trinidad) and Bridgetown (Barbados).—Bronnoy, Canadian Transport Co., Ltd., Oct. 29.

To Montevideo and Buenos Aires.—Hoyanger, Westfal-Larsen Co., Nov. 10 (cargo accepted for Pernambuco, Bahia, Rosario, Santa Fé and other ports).

# COMMERCIAL INTELLIGENCE SERVICE

647

## CANADIAN GOVERNMENT TRADE COMMISSIONERS

### Argentine Republic

ACTING TRADE COMMISSIONER, B. Mitre 430, Buenos Aires (1). (Territory includes Chile and Uruguay.) *Cable address, Canadian.*

### Australia

D. H. ROSS. Address for letters—Box 196C, G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable address, Canadian.*  
*Commercial Agent:* B. MILLIN, The Royal Exchange, Sydney, N.S.W.

### Belgium

HENRI TURCOT, 98 Boulevard Adolphe Max, Brussels. *Cable address, Canadian.*

### Brazil

A. S. BLEAKNEY. Address for letters—Caixa Postal 2164, Rio de Janeiro. Office—Ed. Da "A. Noite," Sala 802, Praca Maua. *Cable address, Canadian.*

### British West Indies

*Trinidad:* ACTING TRADE COMMISSIONER. Address for letters—P.O. Box 125, Port of Spain. Office—Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, and British Guiana.) *Cable address, Canadian.*

*Jamaica:* F. W. FRASER, P.O. Box 225. Office—Canadian Bank of Commerce Chambers, Kingston. (Territory covers Jamaica, Hayti, the Bahamas, and British Honduras.) *Cable address, Canadian.*

### China

L. M. COSGRAVE. Address for letters—P.O. Box 264, Shanghai. Office—Daily News Building, 17 The Bund, Shanghai. *Cable address, Canadian.*

PAUL SYKES. Address for letters—P.O. Box 160, Dairen, Manchuria. Office—Cornabe Building, 1 Higashi-Koen-Cho, Dairen, Manchuria. (Territory covers Manchuria.) *Cable address, Canadian.*

### Cuba

E. L. McCOLL. Address for letters—Apartado 1945, Havana. Office address—Royal Bank of Canada Building, Calle Aguiar 75, Havana. (Territory includes San Domingo and Puerto Rico.) *Cable address, Canadian.*

### Egypt

YVES LAMONTAGNE. Address for letters—P.O. Box 1770, Cairo. Office—22 Shari Kasr el Nil, Cairo. (Territory includes the Sudan, Palestine, Cyprus, Iraq, Syria, and Persia.) *Cable address, Canadian.*

### France

HERCULE BARRÉ, 3 rue Scribe, Paris (9). (Territory includes French Colonies in North Africa.) *Cable address, Cancomac.*

### Germany

ACTING TRADE COMMISSIONER, Mönckebergstrasse 31, Hamburg. (Territory covers Germany—except the Rhine Valley—Czechoslovakia, Austria, and Eastern European countries.) *Cable address, Canadian.*

### Greece

ACTING TRADE COMMISSIONER, 1 Corai Street, Athens. (Territory includes Turkey.) *Cable address, Canadian.*

### Hongkong

V. E. DUCLOS. Address for letters—P.O. Box 80, Hongkong. Office—Gloucester Building, Hongkong. (Territory includes South China, the Philippines, British North Borneo, and Indo-China.) *Cable address, Canadian.*

### India and Ceylon

R. T. YOUNG. Address for letters—P.O. Box 2003, Calcutta. Office—8 Esplanade Mansions, Government Place East, Calcutta. *Cable address, Canadian.*

### Irish Free State and Northern Ireland

J. H. ENGLISH, 66 Upper O'Connell Street, Dublin, Irish Free State (*cable address, Canadian*); and 44 Ann Street, Belfast, Northern Ireland (*cable address, Adanac*).



648  
**CANADIAN GOVERNMENT TRADE COMMISSIONERS—Con.**

**Italy**

A. B. MUDDIMAN, Via Manzoni Nr. 5, Milan (102). (Territory includes Spain, Portugal, Gibraltar, Canary Islands, Malta, Italian Colonies in Africa, Albania, and Jugoslavia.) *Cable address, Canadian.*

**Japan**

*Tokyo:* J. A. LANGLEY, Commercial Secretary; RICHARD GREW, Trade Commissioner. Address for letters—P.O. Box F101, Tokyo Central. Office—Imperial Life Assurance Building, Marunouchi, Tokyo. *Cable address, Canadian.*

*Kobe:* ACTING TRADE COMMISSIONER. Address for letters—P.O. Box 230, Kobe. Office—Chamber of Commerce Building, Kobe. *Cable address, Canadian.*

**Mexico**

ACTING TRADE COMMISSIONER. Address for letters—Apartado Num. 126-bis, Mexico City. Office—Edificio Banco de Londres y Mexico, Num. 30, Mexico City. (Territory includes Central American Republics.) *Cable address, Cancom.*

**Netherlands**

J. C. MACGILLIVRAY, Beursplein 26B, Rotterdam. (Territory includes the Rhine Valley and Switzerland.) *Cable address, Canadian.*

**Netherlands East Indies**

G. R. HEASMAN. Address for letters—P.O. Box 84, Batavia, Java. Office—Chartered Bank Building, Melacca St., Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, and Siam.) *Cable address, Canadian.*

**New Zealand**

C. M. CROFT. Address for letters—P.O. Box 33, Auckland. Office—Yorkshire House, Shortland Street, Auckland. (Territory includes Fiji and Western Samoa.) *Cable address, Canadian.*

**Norway**

F. H. PALMER, Jernbanetorget 4, Oslo. (Territory includes Scandinavian countries and Finland.) *Cable address, Canadian.*

**Panama**

J. A. STRONG. Address for letters—P.O. Box 222, Panama City. Office—Royal Bank of Canada Building, Santa Ana Plaza, Panama City. (Territory includes Venezuela and Colombia.) *Cable address, Canadian.*

**Peru**

C. S. BISSETT. Address for letters—Casilla 1212, Lima. Office—Calle Coca, 478, Lima. (Territory includes Bolivia and Ecuador.) *Cable address, Canadian.*

**South Africa**

G. R. STEVENS. Address for letters—P.O. Box 683, Cape Town. Office—Cleghorn & Harris Building, Adderley Street, Cape Town. (Territory includes Southwest Africa, the Rhodesias, Nyasaland, Tanganyika Territory, and Kenya Colony.) *Cable address, Cantracom.*

**United Kingdom**

*London:* HARRISON WATSON, Canada House, Trafalgar Square, S.W.1. (Territory covers Home Counties, Southeastern Counties, and East Anglia.) *Cable address, Sleighing, London.*

*London:* J. FORSYTH SMITH, Fruit Trade Commissioner, Walter House, Bedford Street, Strand, W.C.2. *Cable address, Canfrucom.* (Territory—for fresh fruit only—covers United Kingdom, Norway, Denmark, Sweden, France, Holland, Belgium, Germany, and Spain.)

*London:* W. A. WILSON, Animal Products Trade Commissioner, Canada House, Trafalgar Square, S.W.1. *Cable address, Agrilson.*

*Liverpool:* H. R. POUSSETTE, Century Bldgs., 31 North John Street. (Territory covers North of England, Lincolnshire, North Midlands, and North Wales.) *Cable address, Canadian.*

*Bristol:* DOUGLAS S. COLE, Northcliffe House, Colston Avenue. (Territory covers West of England, South Wales, and South Midlands). *Cable address, Canadian.*

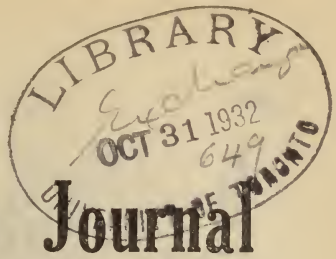
*Glasgow:* GORDON B. JOHNSON, 200 St. Vincent Street. *Cable address, Cantracom.*

**United States**

*New York City:* FREDERIC HUDD, 25 Broadway. (Territory includes Bermuda.) *Cable address, Cantracom.*

**Note.—Bentley's Second Phrase Code is used by Canadian Trade Commissioners**

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# Commercial Intelligence Journal

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Minister: Hon. H. H. Stevens, M.P.

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## TABLE OF CONTENTS

	Page		Page
West of England Trade Inquiries for Canadian Products . . . . .	649	Trade of Burma, 1931-32 . . . . .	667
Exports from Canada to the United States of Agricultural Products, etc. . . . .	650	Manchuria's Fishing Industry and Market for Fish Products . . . . .	668
Dried Fruits Industry in Australia . . . . .	652	British Merchandise Marks Act . . . . .	670
Notes from New South Wales—		United Kingdom Increases Duty on Rubber Footwear . . . . .	670
Population of Australia . . . . .	655	Tariff Commission for Argentina . . . . .	671
Opening of Sydney Wool-selling Season . . . . .	655	Tariff Changes, etc.—	
Basic Wage Lowered in New South Wales . . . . .	655	Export Bounty on Irish Free State Cattle . . . . .	671
Foreign Trade of Cyprus . . . . .	656	Irish Free State Export Pig Bounty . . . . .	672
United States Hay Crop . . . . .	663	Increased Tariff Preferences in Australia . . . . .	672
Foreign Trade of Denmark—		New Zealand Tariff Changes . . . . .	672
II. Trade with Individual Countries . . . . .	663	Foreign Exchange Quotations . . . . .	673
Italian National Radio Exhibition . . . . .	665	Hongkong Preference on Motor Vehicles . . . . .	674
Netherlands Tobacco Industry . . . . .	665	Trade Inquiries . . . . .	674
		Proposed Sailings . . . . .	676
		Commercial Intelligence Service . . . . .	679

## SOME WEST OF ENGLAND TRADE INQUIRIES FOR CANADIAN PRODUCTS

DOUGLAS S. COLE, CANADIAN TRADE COMMISSIONER

Bristol, September 22, 1932.—In this issue of the *Commercial Intelligence Journal* a number of trade inquiries emanating from the West of England are published, and the attention of Canadian producers, manufacturers and exporters is directed to them.

The commodities include general provisions, dairy produce, canned goods, dried and evaporated apples, condensed milk and cereals, and there are several inquiries for leather of many types, including box calf, patent, glace kid, waxed splits and chrome box sides; another inquiry is for leatherette suitable for the boot and shoe trade. Miscellaneous inquiries are for general builders' hardware, and fibreboard used in the manufacture of shoe stiffeners; patent medicines, timber, motor car and motor cycle accessories, hosiery and textiles, and electrical accessories. An inquiry is published from a firm in Birmingham, with branches in Cape Town, Durban, Nairobi, Sydney, and Wellington, desiring applications from Canadian hardware manufacturers with a view to representation in these centres. Another inquiry from a Birmingham firm having offices in Johannesburg and Durban is for representation in South Africa for the sale of Canadian electrical cooking ranges.



EXPORTS FROM CANADA TO THE UNITED STATES OF PRINCIPAL COMMODITIES SUCH AS ARE PRODUCED ON CANADIAN FARMS, OR MANUFACTURED DIRECTLY FROM SUCH FARM PRODUCTS, DURING THE MONTH AND THREE MONTHS ENDED SEPTEMBER 1920, 1929, 1931, AND 1932, WITH UNITED STATES TARIFF RATES IN FORCE

(COMPILED BY THE EXTERNAL TRADE BRANCH, DOMINION BUREAU OF STATISTICS; AND THE FOREIGN TARIFFS DIVISION)

Commodities	Month of September				Three Months ending September			United States Tariff			
	1920	1929	1931	1932	1920	1929	1931	1932	1920	1929	1931 and 1932
Animals (exc. for improv. of stock)—											
Cattle..... No.	37,569	28,820	3,235	666	81,809	86,035	10,736	2,438	Free.....	Less than 1,050 lbs. 1¢c. per lb., heavier 2½¢c. per lb., heavier 3¢c. lb.	
..... \$	3,320,438	1,653,944	98,328	27,563	6,621,788	4,342,901	288,583	89,324	Up to \$150 \$30; higher 20% ad val.	Up to \$150 \$30; higher 20% ad val.	
Horses..... No.	235	83	402	292	840	159	1,393	1,304	10% ad val.		
..... \$	58,151	11,865	14,397	5,695	188,504	27,988	31,753	36,183			
Poultry..... No.	71,274	74,254	903	757	133,103	203,809	3,017	3,017	1c. per lb.		
..... \$	73,709	55,372	520	281	132,408	138,471	1,468	778	Free.....		
Sheep..... No.	44,650	6,632	.....	.....	53,082	776	4	4			
..... \$	424,231	5,503	.....	.....	569,466	7,782	40	.....			
Fruits—											
Apples, green or ripe..... Brl.	13,019	5,449	2,723	806	13,337	5,740	2,900	806	10c. bush, 50 lb.	25c. bush, 50 lb.	25c. bush, 50 lb.
..... \$	49,334	21,572	7,747	1,903	51,614	22,489	8,247	1,903	1c. per lb.	2c. per lb.	2c. per lb.
Apples, dried..... Lb.	.....	.....	.....	.....	.....	.....	.....	.....	Free.....		
Berries, fresh..... Lb.	1,464,442	448,182	895,413	895,413	3,306,539	1,790,449	2,367,707	145,063	1c. per lb.	1c. per lb.	1c. per lb.
..... \$	149,921	38,129	30,771	30,771	344,262	375,800	180,006	145,063			
Grains—											
Barley..... Bush	.....	50	4,033	.....	.....	84,056	4,107	21	15c. bush, 48 lb.	20c. bush, 48 lb.	20c. bush, 48 lb.
..... \$	.....	50	1,331	.....	.....	67,265	1,367	10	Free.....		
Beans..... Bush	2	6,223	34	.....	1,350	25,289	1,524	35	25c. bush, 60 lb.	1c. per lb.	3c. per lb.
..... \$	12	26,308	77	.....	6,278	102,074	2,304	46	Free.....		
Buckwheat..... Bush	1,500	.....	85	.....	7,559	193	1,532	577	10c. per 100 lb.	25c. per 100 lb.	
..... \$	3,750	.....	43	.....	17,422	134	835	411	6c. bush, 32 lb.	15c. bush, 32 lb.	16c. bush, 32 lb.
Oats..... Bush	49,344	.....	1,239	23	207,117	396	1,603	4,853	10c. bush, 60 lb.	1c. per lb.	1c. per lb.
..... \$	47,260	.....	480	8	222,396	308	594	1,298	Free.....		
Peas, whole..... Bush	6	1,000	900	2,040	30	1,773	1,020	3,940	20c. bush, 60 lb.	1c. per lb.	1c. per lb.
..... \$	36	.....	900	2,040	134	7,233	960	3,940	Free.....		
Peas, split..... Bush	.....	.....	.....	.....	.....	.....	.....	.....	Free.....		
..... \$	135,861	42	.....	.....	179,324	42	32	.....	15c. bush, 56 lb.	15c. bush, 56 lb.	15c. bush, 56 lb.
Rye..... Bush	256,006	45	.....	.....	342,215	45	13	.....	Free.....		
..... \$	1,478,469	194,070	1,011,506	20	1,611,968	1,056,009	1,473,632	20	Free if wheat products, otherwise 15% ad val.	7½% ad val. if from wheat; otherwise 15% ad val.	7½% ad val. if from wheat; otherwise 15% ad val.
Wheat..... Bush	3,996,463	246,229	525,797	20	4,357,238	1,247,106	789,531	.....	Free.....		
Grain Products—											
Bran, shorts and middlings..... Cwt.	8,301	136,306	225,250	3,882	12,855	694,597	588,066	56,504	Free.....		
..... \$	21,287	180,494	119,729	1,692	30,732	866,497	325,793	28,428	Free.....		
Wheat flour..... Brl.	10,889	9	.....	.....	45,491	14	10	1,326	Free.....		
..... \$	134,768	54	.....	.....	586,276	86	33	2,825	Free.....		
Meats—											
Bacon, hams, shoulders and sides..... Cwt.	873	2,309	889	775	2,789	4,776	2,627	2,563	Free.....		
..... \$	31,644	84,657	31,400	21,652	196,932	93,463	73,026	73,026	Free.....		
Beef, fresh, chilled or frozen..... Cwt.	43,531	29,864	236	158	98,498	101,326	748	873	Free.....		
..... \$	657,503	465,495	2,446	2,481	1,547,776	1,665,813	8,510	11,199	Free.....		

Mutton and lamb, fresh, chilled or frozen.....	Cwt.	12,541 329,717	2,043 45,082	17,480 458,397	52,862 1,195,989	2,241 11,959	5,832 206,243	1,832 38,068	Free.....	5,574 38,963	Mutton 2½c. per lb.; lamb 4c. per lb.
Pork, fresh, chilled or frozen.....	Cwt.	14,318	707	40,093	11,959	206,243	38,068	38,068	Free.....	5,574	2½c. per lb.
Pork, dry-salted and pickled.....	Cwt.	6,298	33	9,669	636	782	2,063	2,487	Free.....	3,742	3½c. per lb.
Poultry, dressed or undressed.....	Lb.	1,713	2,400	24,071	4,132	27,507	2,487	734	2c. per lb.	3,246	10c. per lb.
Other meats, incl. canned meats, but excluding extracts.....	Cwt.	2,427	4,486	7,637	10,122	736	22,871	765	Free.....	16,981	6c. lb. but not less than 20% ad val.
Milk and milk products—											
Butter.....	Cwt.	4,500	21	29,009	84	174	4,405	143	2½c. per lb.	143	14c. per lb.
Cheese.....	Cwt.	230,893	819	1,528,181	3,924	3,924	4,405	2,816	2½c. per lb. but not less than 25% ad val.	4,994	7c. lb. but not less than 35% ad val.
Cream.....	†Gal.	194,168	108,185	7,439	6,907	584,339	47,588	28,284	Free.....	17,584	50% ad gal. †
Milk, fresh.....	†Gal.	297,797	507,186	10,400	9,311	160,128	17,875	122,803	Free.....	1,291	6½c. per gal. †
Milk, condensed and evaporated.....	Cwt.	241,398	401,729	18,746	44	909,093	1,243,520	15,694	Free.....	1,243	1½c.-2½c. lb.
Milk powder.....	Cwt.	7,471	9,915	35,880	701	794,758	28,913	33,309	Free.....	1,749	3c. lb.
Seeds—											
Clover seed, alsike.....	Bush.	1,546	4,752	2,170	5,243	2,170	5,243	42	Free.....	42	4c. per lb.
Clover seed, alfalfa and red.....	Bush.	25,067	37,969	38,146	48,857	48	48,857	204	Free.....	204	4c. per lb.
Clover seed, other.....	Bush.	1,746	364	3,210	1,693	457	1,693	42	Free.....	42	1c.-3c. per lb.
Flaxseed.....	Bush.	15,032	3,280	95,010	5,080	325,000	378,396	490	20c. bush., 56 lb.	490	56c. bush., 56 lb.
Grass seed.....	Bush.	229,700	960	1,629,858	2,334	378,396	356	289	Free.....	356	2c. per lb.
Vegetables—											
Potatoes.....	†Ton	229,897	270,248	279,907	367,432	68,634	27,634	698	Free.....	290	50c. per 100 lb.....
Sugar beets.....	†Ton	243,377	228,324	353,500	313,062	313,062	27,634	236	5% ad val.	144	80c. per ton, 2,240 lb.
Turnips.....	Bush.	80,503	178,032	84,100	196,489	121,378	123,827	123,827	15% ad val.	28,661	12c. per 100 lb.....
Miscellaneous Products—											
Eggs.....	Doz.	23,676	883	35,137	42,078	195	48	81	Free.....	81	8c. per doz.....
Hay.....	†Ton	19,809	1,028	21,293	3,574	2,914	25,119	4,811	Free.....	4,811	\$4 ton, 2,240 lb.....
Maple sugar.....	Lb.	280,294	8,719	1,094,942	33,576	808,860	509,455	92,302	3c. per lb.	92,302	4c. per lb. (6c. per lb. since Mar. 7, 1931)
Tallow.....	Cwt.	3,136	26	832,592	915,184	834	8,857	1,524	Free.....	1,524	4c. per lb.....
Wool.....	Lb.	37,354	207	6,520	6,595	6,591	532,517	199,098	Free.....	199,098	12c.-13c. per lb.....
Total value of above commodities..	\$	11,887,877	4,532,642	14,316,400	220,232	24,042,269	14,316,400	2,625,128	767,309	2,625,128	Some wools free in bond for certain manufacturing.

†United States gallon equals about five-sixths of the Canadian gallon.

\*Swiss or Emmenthaler, 7½c. per lb. but not less than 37½% ad val.



## DRIED FRUITS INDUSTRY IN AUSTRALIA

D. H. ROSS, CANADIAN TRADE COMMISSIONER

Melbourne, September 14, 1932.—Correspondence received from Canada in recent months has inspired the review given in this and subsequent paragraphs relative to the production of dried fruits—particularly raisins and currants—in Australia, and in regard to their exportation to Canada.

Apparently, considerable misapprehension exists as to the procedure adopted by the Commonwealth Dried Fruits Control Board in regulating the exports to all countries, and in both determining export prices and the manner in which payment has to be made. Hence this endeavour to submit authoritative and reliable information upon which Canadian importers can place dependence, and from which they can draw their own deductions. The Australian production of dried fruits during the last four years (in tons of 2,240 pounds) was as follows: 1928-29, 71,723 tons; 1929-30, 72,194; 1930-31, 50,549; 1931-32 (estimated), 57,500 tons. Owing to adverse climatic conditions during the last two years, production was substantially reduced, but given favourable weather it is estimated that from 75,000 to 80,000 tons can be produced from the existing vines.

### EXPORTS OF DRIED FRUITS TO CANADA

As a result of the preferential treatment conceded on importations into Canada under the Canadian-Australian Trade Agreement of 1925, and the additional preference under the agreement of 1931, the exports of dried fruits from the Commonwealth to the Dominion have shown considerable expansion as indicated in the following return:—

Exports to Canada	Sultanas Tons	Lexias Tons	Currants Tons	Total Tons
1928-29 . . . . .	2,525	598	1,537	4,660
1929-30 . . . . .	5,529	346	1,560	7,435
1930-31 . . . . .	6,192	602	2,155	8,949
1931-32 (to June 30) . . . . .	11,500	750	2,250	14,500

The 1932 shipments will aggregate slightly more than 14,500 long tons.

The Canadian importations for the years ended March 31, 1930, 1931, and 1932 are for comparative purposes, shown in the appended return:—

Canadian Imports	1930 Pounds	1931 Pounds	1932 Pounds
Currants . . . . .	4,493,344	4,653,223	5,505,404
Raisins . . . . .	38,322,700	36,719,363	33,964,927
Total . . . . .	42,816,044	41,372,586	39,470,331

It will be observed that the total quantity of raisins and currants imported into Canada in 1931-32 was 39,470,331 pounds and that Australian exports to Canada have this year aggregated 32,592,000 pounds. Thus Australia has contributed over 72 per cent of the total Canadian importation of dried fruits estimated at approximately 20,000 long tons per annum. The Canadian market for currants is almost entirely supplied from Australia, and, with a normal growing and drying season, it is anticipated that practically all Canada's requirements for raisins can be obtained from Australian sources of supply.

### COMMONWEALTH DRIED FRUITS CONTROL BOARD

Constituted by a Federal Act of Parliament, the Commonwealth Dried Fruits Control Board has power to regulate the export, and sale and distribution after export, of Australian sultana and lexia raisins and currants. The board, with an agency in London, is financed by a moderate levy charged on all dried fruits exported.

The board is composed of five elected members (growers selected by vote to represent their own interests) and three nominated members appointed by the Commonwealth Government. The nominated members are experienced business men in both domestic and oversea commerce, and—after consultation with the elected members—they arrange each season the basis of exports and the terms of sale.

It may be emphasized that the nominated members of the board are not growers, neither are they buyers nor sellers of dried fruit; their sole objective is to ensure a strict observance of the exporting regulations. The board are unable to dictate to exporters, or the owners of the fruit, what oversea agents are appointed to sell their products in Canada or elsewhere.

The board have constantly kept in mind the development of the Canadian market—fully recognizing the value of the continuity of the preference—and, despite any statement to the contrary, have adopted a policy, determined some years ago, that no undue advantage may be taken of the preference conceded by Canada to Australian shippers of dried fruits.

#### SELLING AUSTRALIAN DRIED FRUITS IN CANADA

The appointment of oversea commission houses, brokers or agents, for the sale and distribution of Australian dried fruits in Canada, or elsewhere, is a matter of arrangement entirely decided by the co-operative companies, private companies, or other exporters, and in no way do these appointments come under the jurisdiction of the Control Board. There has been considerable misconception in this regard in Canada, and Canadian agencies giving satisfactory service are not likely to be disturbed provided they strictly comply with the selling regulations in respect to commission and terms of sale.

#### CANADIAN TIMBER USED FOR FRUIT BOXES

The great bulk of the dried fruit produced in Australia is packed in boxes containing 56 pounds each. As the last season's crop, accounted for to June 30, was 57,500 tons, this would represent 2,300,000 boxes being required by packers.

The co-operative packing companies and growers, recognizing the value of Canada's preference, invariably stipulate that boxes supplied to them must be made from Canadian timber, chiefly hemlock from British Columbia.

#### TERMS OF SALE OF AUSTRALIAN DRIED FRUITS

Licences are granted by the Commonwealth Dried Fruits Control Board to shippers to export dried fruits under prescribed conditions. F.o.b. steamer prices are usually quoted in March of each year, though prices may be varied from time to time. During the year there was no departure from the terms of sale as outlined in the conditions announced by the board under which licences for export were granted to shippers.

The principal conditions of shipment and sale in 1932 may be summarized thus:—

(1) Government inspection as regards quality and classification—under the Commerce Act—shall be final.

(2) The minimum shipment to any one buyer at one time shall be 10 tons of raisins and/or currants, but a first shipment of that quantity permits subsequent shipments of 5 tons to the buyer.

(3) Shipments can be made in 56- or 28-pound boxes, the latter costing about £2 per long ton more than the larger package.

(4) Licences are only granted to buyers who have provided irrevocable letters of credit for payment of the fruit. Drafts shall have a currency not exceeding ninety days' sight on London.



(5) A stipulated rate of brokerage is provided for brokers or agents.

(6) The names of brokers or agents in Canada shall be those submitted by shippers in Australia, and which have been approved by the Control Board. No brokerage is allowable to other than the approved brokers or agents.

#### EX-SOLDIERS PRODUCING RAISINS AND CURRANTS

Dried fruits are mainly produced at Mildura (and the adjoining areas of Merbein and Red Cliffs) in the State of Victoria, and at Renmark and in its vicinity in South Australia, shipments being made from Melbourne and Adelaide respectively. These settlements are on the Murray River, which, with its tributaries, is Australia's chief inland waterway. Some moderate development has in recent years also taken place near Perth, Western Australia.

The blocks of land devoted to each settler, in the main, vary from 15 to 21 acres, although there are smaller and much larger individual holdings. Substantial monetary advances have been made by the Commonwealth and interested State Governments to ex-soldiers, whose qualifications for the work were first approved by an expert board towards civil re-establishment.

This intensive culture, on small individual areas, has proved attractive to ex-soldiers who were wounded or were otherwise suffering from physical disabilities. Soldiers, in some instances, who lost an arm or a leg have, through persistence and industry, made a success of their blocks. Some former officers and men who served in the Canadian Expeditionary Forces, urged by their medical advisers in Canada to seek a warm dry climate, are cultivating vines and producing dried fruits in Australia.

Both the Commonwealth and State Governments have taken a paternal interest in the repatriation of soldiers who saw active service in the Great War—men drawn from every station in life—many of whom, through hard work on their selections, are making an independent livelihood, towards which the tariff preference conceded by Canada on their products contributes very materially.

Canadian families purchasing Australian raisins and currants—no better qualities or cleaner fruit can be obtained from foreign sources of supply—are rendering a loyal and patriotic service to many men in a sister Dominion who fought in the Great War.

#### CAPITAL INVESTMENTS IN AUSTRALIAN VINE FRUITS

The Australian capital investment in land planted with vines, including houses and working plant, is estimated at £5,000,000. In addition, there is a large amount of capital invested in packing sheds, plants, and buildings. The Commonwealth and State Governments have also expended large sums, amounting to approximately £40,000,000, on irrigation head works and channels on the River Murray and tributaries, and a portion of this expenditure is applicable to production of dried vine fruits. The annual value of production of dried vine fruits is approximately £3,000,000. The industry provides employment for a large number of people. It is estimated that there are 5,350 growers, mostly in Victoria and South Australia, and that the industry provided temporary employment for about 8,000 persons during the pruning, cultivating, harvesting, and packing periods. Altogether there are probably 40,000 persons directly dependent on the industry for the whole or part of their living, and there are several large towns on the River Murray which are practically wholly dependent on dried vine fruit production.

#### DRIED APPLES AND DRIED STONE FRUITS

Through improved drying plants, considerable progress has been made in the quality and appearance of dried apples exported from Australia, mainly

from Tasmania. The apples are packed in cartons, tins, and boxes, varying in size from 1-pound cartons to 28-pound boxes. The tins are specially lacquered to ensure the quality of the contents for export to tropical countries or to distant oversea markets.

While the climatic conditions in some fruit-growing districts in Australia permit the drying of apples, peaches, nectarines, prunes, etc., by the rays of the sun, yet it has been found prudent, in other districts, to install dehydration plants, chiefly of domestic manufacture.

## NOTES FROM NEW SOUTH WALES

B. MULLIN, COMMERCIAL AGENT

### Population of Australia

Sydney, September 15, 1932.—The Commonwealth Government Statistician has just published figures showing that the population of Australia at June 30 last was 6,549,074, an increase of 48,539 over the total for the previous year. The rate of increase was 0.75 per cent, which was less than half the average annual rate of increase since the census of 1921.

The estimated population at June 30, 1931, was 6,500,535, of which 3,313,164 were males and 3,181,371 females. The natural increase (excess of births over deaths) was 55,336 (25,689 males and 29,647 females); while the net migration—an excess of departures over arrivals—was 6,797 (4,344 males, 2,453 females), leaving a total increase of 48,539 (21,345 males, 27,194 females). Of the estimated population, 3,334,509 were males and 3,214,565 females.

The aggregate increase in population for the year was comparatively low. The loss by migration for the year under review was less than the previous year, when it was 10,277 persons.

### Opening of Sydney Wool-selling Season

The first of the series of wool sales for the 1932-33 wool-selling season have just terminated, and under strong general competition prices show an advance of about 25 per cent on those of last season.

The average price realized in the Sydney market this week was £10 17s. 4d. per bale or 8.2d. per pound, as compared with £8 18s. 3d. per bale and 6.5d. per pound for the corresponding period last year.

So far this season the sales total 119,951 bales as compared with 83,126 bales during the same period last season. Wool continues to arrive freely in store, the total for this season so far being 386,126 bales as compared with 348,135 last season.

### Basic Wage Lowered in New South Wales

Although the Commonwealth Government court has the right to fix wages throughout Australia in certain industries, the States still continue to have the right with regard to many industries. To manufacturers and others this want of uniformity is very embarrassing and drives trade from one State to the other, the State paying the lowest wages award naturally benefiting in trade. Owing to a required vacancy in the Industrial Commission not having been filled, the commission has not made an award since December, 1929, when the living wage—upon which all other wages awards are based—was £4 2s. 6d. for males and £2 4s. 6d. for females. Since the present Government came into power, the commission was re-established and recently reduced the basic living wage to £3 10s. for men and £1 18s. for women. This appears to be a considerable reduction, but it must be remembered that it is nearly three years since the basic wage was fixed, and in the meantime the cost of living has been very much reduced. Manufacturers are naturally very pleased with the award and expect much of their lost trade to return.



## FOREIGN TRADE OF CYPRUS\*

YVES LAMONTAGNE, CANADIAN TRADE COMMISSIONER

The total value of imports into Cyprus, which reached a record amount in 1929 of £1,984,296 (\$9,637,000), fell to £1,415,613 (about \$6,653,000) in 1931, a decrease of nearly 30 per cent.

Total exports in 1931 were valued at £983,860 (about \$4,425,000) as against £1,582,083 (\$7,684,000) in the peak year of 1929, a decrease of approximately 40 per cent.

A recent feature of the foreign trade of Cyprus is its unfavourable balance, which has increased from £28,000 in 1927 to £315,000 in 1931, and aggregates £1,310,000 for the last five years. This adverse balance is accounted for only partly by imports of materials for public works financed by means of loans in Great Britain, chief of which are the port improvements at Famagusta and the road works.

The following table shows the principal articles exported by the colony during the last five years. It is followed by a statement of the chief imports for the same period:—

## EXPORTS, DOMESTIC, OF CYPRUS

Commodity	1929	1930	1931
Copper pyrites . . . . .	£ 279,483	£ 248,441	£ 194,750
Carobs (locust beans) . . . . .	171,264	116,920	125,105
Potatoes . . . . .	132,924	95,352	93,648
Wines . . . . .	62,324	51,736	76,090
Asbestos . . . . .	292,971	116,092	66,381
Oxen . . . . .	23,302	28,806	60,166
Oranges and lemons . . . . .	42,914	41,020	45,137
Raisins . . . . .	67,148	73,138	43,735
Cotton, raw . . . . .	55,457	36,464	33,118
Mules . . . . .	36,990	40,521	20,687
Tobacco, raw . . . . .	18,677	23,679	14,589
Cheese . . . . .	21,672	20,751	13,689
Embroidery and needlework . . . . .	21,496	15,407	12,939
Hides and skins, raw . . . . .	31,412	12,805	12,658
Cumin seed . . . . .	21,392	25,021	11,906
Gypsum . . . . .	13,455	9,882	9,783
Onions . . . . .	4,743	5,404	9,341
Silk, raw . . . . .	24,632	17,163	9,051
Terra umbra . . . . .	15,601	10,606	7,182
Wool, raw . . . . .	27,773	5,365	7,152
Wheat . . . . .	16,142	10,574	6,085
Pomegranates . . . . .	22,259	13,724	5,873
Sumac . . . . .	7,746	10,333	5,542
All other articles . . . . .	171,306	116,262	99,253
Total . . . . .	£1,582,083	£1,145,466	£ 983,860

## IMPORTS INTO CYPRUS

Commodity	1929	1930	1931
Wheat flour . . . . .	£ 222,528	£ 126,108	£ 150,496
Cotton manufactures . . . . .	149,764	120,229	132,004
Woollen manufactures . . . . .	74,914	58,611	58,797
Petrol and benzine (gasolene) . . . . .	61,371	56,196	56,366
Machinery, parts and fittings . . . . .	169,890	114,503	52,805
Lumber, logs, planks, boards . . . . .	52,810	46,211	48,013
Cotton yarn and thread . . . . .	69,008	41,743	40,988
Petroleum (crude oil and kerosene) . . . . .	48,408	44,560	35,249
Chemical fertilizers . . . . .	83,103	32,092	34,520
Silk manufactures . . . . .	28,683	22,703	28,431
Sugar . . . . .	40,027	28,334	27,713
Leather, sole . . . . .	34,792	28,655	27,696
Tobacco, raw . . . . .	29,812	25,147	26,686

\* This is the third of a series of reports on Cyprus by Mr. Lamontagne. The first, which covered geography, climate, history, population and government, appeared in our issue of October 1; the second, on natural resources and industries, in the issue of October 8.

IMPORTS INTO CYPRUS—*Concluded*

Commodity	1929	1930	1931
Automobiles . . . . .	55,781	19,502	21,150
Hardware and cutlery . . . . .	23,370	21,538	20,431
Iron and steel manufactures . . . . .	31,067	23,229	19,306
Leather, dressed . . . . .	27,022	16,426	18,966
Medicines and surgical appliances . . . . .	16,562	19,404	17,995
Sacks . . . . .	41,560	16,374	16,171
Rubber tires and tubes . . . . .	21,588	18,429	14,015
Coal . . . . .	16,644	17,027	13,777
Cement . . . . .	22,372	14,566	13,379
Soap, common . . . . .	16,713	14,165	13,158
Coffee, raw . . . . .	27,882	15,717	12,999
Haberdashery and millinery . . . . .	17,848	11,787	12,203
Iron piping . . . . .	19,988	11,780	9,226
Iron bars, joists, sheets . . . . .	18,688	10,851	8,184
Lubricating oil, mineral . . . . .	11,969	8,775	7,281
Automobile parts . . . . .	8,225	8,810	6,990
All other articles . . . . .	541,907	429,042	470,618
Total . . . . .	£1,984,296	£1,422,604	£1,415,613

A comparison of the figures given in the above tables for the year 1929, when the trade of Cyprus was at its highest, with those for 1931, in the last column, will reveal how seriously the colony has been hit by the trade depression.

If due allowance is made for the fall in commodity prices during the last three years, the island's exports of foodstuffs, with a few exceptions, have been maintained fairly well, while wines have shown a notable improvement. On the other hand, exports of metallic and mineral products have substantially declined, both in volume and value.

## TRADE BY COUNTRIES

The United Kingdom is the principal export market for Cyprus products, taking 21·4 per cent of the total value in 1931. Exports to the British Empire, which absorbs almost a third of the total exports of Cyprus, are increasing.

The chief markets for Cyprus, after the United Kingdom, are Egypt, Greece, Italy, Germany, and Palestine. In the last two years exports to France, and especially to Spain and Belgium, have experienced a severe drop, accounted for in the case of Belgium and Spain entirely by decreased shipments of asbestos, while in respect to France the loss is spread over a number of commodities, particularly asbestos, raisins, raw hides and skins, cumin seed, and wines. Exports to Palestine are increasing due to a greater demand in that country for Cyprus oxen, mules, and potatoes.

The United Kingdom is also the chief source of supply for imports into the colony, supplying 29·2 per cent by value in 1931. Imports from the British Empire were 43·2 per cent of the total. The percentages of the other principal sources of imports were as follows: Australia, 9·7; Roumania, 7·1; Germany, 6; Italy, 5·7; Greece, 4·8; Egypt, 4·5; France, 4·5; Czechoslovakia, 3·9; Turkey, 3·5; Belgium, 2·3; India, 2·2; and the United States, 2. Imports from Australia are practically limited to wheat flour. During the last few years Roumania has risen from tenth to third place as a supplier owing to increased shipments of crude and refined petroleum. On the other hand, the United States, which was seventh in 1927, dropped to twelfth place in 1931. Greece and France have fallen back, while Germany, Italy, Egypt, and Czechoslovakia have on the whole been able to maintain their positions fairly well.

Roumania supplies sawn lumber apart from petroleum products. Germany's contribution to the colony's imports covers a fairly wide range of products,



more especially cotton manufactures, hardware and cutlery, iron and steel manufactures, dressed leather, machinery, drugs, stationery and paper, silk and woollen goods.

Italy's chief contribution consists of textile goods, such as cotton yarn and thread, cotton piece goods, silk and woollen manufactures. The main imports from Greece are chemical fertilizers, raw tobacco, and common soap. The chief items in imports from Egypt are sole and dressed leather, ground nuts, kerosene, and rice.

Imports from France are principally woollen, silk, and cotton manufactures, sole and dressed leather, wheat flour, chemicals, medical goods, chinaware, and perfumery. About half the imports from Czechoslovakia consist of beet sugar, the other main items being cotton goods, glass and glassware, wool and silk manufactures, and chinaware. Turkey exports sawn lumber mostly, while imports from Belgium are chiefly iron bars, plates, joists, nails, and other iron and steel manufactures, as well as sole leather, cotton and woollen goods, earthenware, and glass.

Carobs or locust beans constitute nearly 50 per cent of the colony's total exports to the United Kingdom, asbestos and copper pyrites together about 11 per cent, and raw tobacco and wines together about 13 per cent. The colony's imports from the United Kingdom consist chiefly of cotton and woollen goods, machinery, iron and steel manufactures, and coal. Last year Great Britain secured a substantial share of the island's imports of fertilizers, formerly almost entirely supplied by Greece.

#### COMMODITIES OF INTEREST TO CANADA

From the following table it will be seen that Canada's imports from the colony are very limited, and that the balance of trade is considerably in favour of the Dominion. The table also brings out the fact that automobiles and rubber tires form approximately 90 per cent of Canada's exports to Cyprus.

#### STATEMENT OF TRADE BETWEEN CANADA AND CYPRUS, 1929-1931

Imports into Cyprus		1929	1930	1931
		£	£	£
Machinery . . . . .		1,749	1,524	623
Motor cars . . . . .		45,463	12,549	13,935
Rubber tires and tubes . . . . .		6,499	7,654	4,665
All other goods . . . . .		2,486	1,759	1,152
Total . . . . .		56,197	23,486	20,375
Exports from Cyprus		1929	1930	1931
		£	£	£
Embroidery and needlework . . . . .		800	130	112
All other goods . . . . .		19	481	6
Total . . . . .		819	611	118

As has been noted in the opening paragraph of this report, there is a tendency on the part of Canadian exporters to neglect the Cyprus market because of the small size of the orders received. This is an error which the older export countries in Europe avoid; they have learned not to overlook any business and to give as much attention to the execution of orders from abroad regardless of the amount involved.

*Automobiles.*—Owing to a substantial preference in the tariff on automobiles of British manufacture, Canada has been able to secure an important share in the total imports of motor cars into Cyprus. However, in the last year the United Kingdom has been making a strong bid for this trade, especially with its baby cars. Out of a total of 1,788 automobiles registered or licensed in the colony in 1931, there were 1,218 motor cars of Canadian manufacture, 174 of United Kingdom and 284 of United States manufacture. In 1930 the

respective figures were 1,179 for Canada, 113 for Great Britain, and 349 for the United States, out of a total of 1,754 automobiles in use in the island.

The returns for the 1931 imports of motor cars and chassis are: Canada, 106 units, value £13,935; United Kingdom, 46 units, £5,548; Italy, 8 units, £1,025; United States, 4 units, £405; other countries, 3 units, £237; total imports, 167 units, value £21,150.

Total imports of motor car parts in 1931 amounted to £6,990, of which the United States' share was £4,558, the United Kingdom's £1,469, while Canada is credited with only £176, although imports from Egypt or Turkey may include parts manufactured in the Dominion.

*Rubber Goods.*—As in the case of automobiles, imports of rubber tires and tubes for motor cars are chiefly from the United Kingdom and Canada, because of the substantial Empire preference accorded under the tariff; total imports from the former being valued at £8,912 and from the Dominion £4,665. The United States supplied tires and tubes valued at £324, France £96, and British India £18, total imports being £14,015. The trade is mainly in the hands of American manufacturers, who supply this market from their branch plants either in Canada or in Great Britain.

Total imports of rubber tires and tubes for carriages and cycles amounted to £1,242 in 1931, of which France supplied £532, the United Kingdom £521, Germany £97, and the United States £55.

Imports of rubber goods, other than tires or tubes, totalled £3,841 in 1931, the principal suppliers being the United Kingdom (£1,140), Germany (£1,108), Austria (£336), and the United States (£275). Japan is credited with £109, and Canada with £5 only.

*Machinery.*—Canadian-made windmills have played an important part in the irrigation of Cyprus farms, the country round Famagusta especially being dotted with them. Imports of windmills are, however, decreasing as they are being gradually replaced by gasoline motors, which have been found to be very economical, one of the disadvantages of windmills being their dependence on atmospheric conditions. In 1931 there were 17 windmills imported, of which Canada supplied 12, Great Britain 3, and the United States 2. There is no duty on windmills, as on machinery in general.

Last year's imports of oil engines totalled 51 units valued at £5,748, the United Kingdom supplying 40. Imports of pumps were valued at £1,776, of which the United States is credited with £1,330.

The following table shows the 1931 imports of machinery, other than agricultural, by categories and origin.

*Imports of Machinery and Parts, 1931*

Origin	Mining	Oil Engines	Pumps	Sewing and Knitting	Type-writers	Wind-mills	Other
United Kingdom . . . . .	£3,345	£5,466	£ 86	£4,977	£266	£154	£11,361
United States . . . . .	5,789	....	1,330	541	370	52	1,670
Germany . . . . .	263	133	164	2,532	60	....	4,800
France . . . . .	....	114	74	88	9	....	2,506
Canada . . . . .	4	....	....	....	....	536	66
Other . . . . .	13	35	122	71	15	....	3,368
Total . . . . .	£9,941	£5,748	£1,776	£8,209	£720	£742	£23,771

*Agricultural Implements and Machinery.*—Imports of agricultural implements and tools dropped from a total value of £15,368 in 1929 to £728 in 1931. This is exclusive of agricultural machinery, imports of which have also declined. The demand for these articles will no doubt rise as soon as an improvement in world conditions sets in.



*Imports of Agricultural Implements and Machinery in 1931*

Origin	Implements and Tools	Ploughs	Reapers	Other	Cream Separators
United Kingdom . . . . .	£268	....	....	£ 108	£70
United States . . . . .	13	....	....	60	....
Canada . . . . .	6	....	....	17	....
Austria . . . . .	11	....	....	57	....
Belgium . . . . .	96	£ 24	....	1	....
Czechoslovakia . . . . .	....	177	£481	22	....
France . . . . .	25	5	....	387	....
Germany . . . . .	264	42	....	276	....
Italy . . . . .	22	....	....	3	....
Other . . . . .	23	....	....	162	....
Total . . . . .	£728	£248	£481	£1,093	£70

*Textiles.*—Great Britain holds first place amongst the countries of supply in respect to the colony's imports of cotton and woollen goods of all kinds, with second place being competed for by Italy and Japan, while Italy is the chief source for silk manufactures, followed by France.

The situation for 1931 is set forth in the following table:—

*Imports of Textiles in 1931*

Origin	Cotton Goods			Woollen Goods	Silk Goods	Linen Goods
	Yarns and Thread	Piece Goods	Other			
United Kingdom . . . . .	£19,642	£38,037	£ 6,495	£27,485	£ 2,003	£1,063
Italy . . . . .	9,961	20,463	8,077	8,500	8,445	54
France . . . . .	1,408	681	1,519	9,380	5,777	644
Japan . . . . .	....	24,693	6,136	6	2,530	....
Germany . . . . .	1,537	1,548	3,529	3,077	2,696	218
Czechoslovakia . . . . .	....	4,787	4,965	2,485	2,564	329
Belgium . . . . .	....	3,102	380	2,787	327	549
Other . . . . .	8,440	4,153	3,439	5,077	4,089	99
Total . . . . .	£40,988	£97,464	£34,540	£58,797	£28,431	£2,956

It is to be noted that British India shipped 2,684 cwt. of cotton yarn and thread to the colony in 1931, valued at £8,424, chiefly of the coarser counts. The colony also imported 894 cwt. of cordage and twine last year, valued at £2,456, of which Italy supplied 324 cwt., Holland 279, and the United Kingdom 163 cwt.

*Leather.*—Total imports of dressed leather into the colony in 1931 amounted to £18,966, principally supplied by Egypt, France, Germany, Belgium, Hungary, and the United States. Sole leather imports totalled £27,696, chiefly from Egypt, France and Belgium.

Imports of leather boots and shoes were valued at £2,748, supplied principally by Czechoslovakia (£1,609) and Great Britain (£557). Canada does not figure in the statistics amongst the suppliers of leather in any form.

*Imports of Leather Manufactures in 1931*

Origin	Dressed	Sole	Boots and Shoes	Gloves	Other Leather Manufactures
United Kingdom . . . . .	£ 941	£ 819	£ 557	£ 17	£ 633
United States . . . . .	1,005	287	37	2	36
Egypt . . . . .	5,721	18,492	218	4	172
France . . . . .	3,810	4,361	37	65	185
Germany . . . . .	3,613	475	68	3	492
Belgium . . . . .	1,374	2,029	20	....	29
Other . . . . .	2,502	1,233	1,811	58	471
Total . . . . .	£18,966	£27,696	£2,748	£149	£2,018

The figures credited to Egypt in the above table are likely to include goods manufactured in another country and re-exported or transhipped from Egypt.

*Wood and Paper.*—About 50 per cent of the colony's imports of round or sawn lumber during 1931 were supplied by Roumania. Turkey and Sweden were the two other main sources of supply. Italy was credited with £2,157 of lumber, but this may be Austrian wood shipped from Trieste. Great Britain and Germany are also shown in the statistics as sources of supply and are very likely to be countries of transshipment only. Canada would experience some difficulty in meeting European competition, especially Roumanian, on the score of higher wages and higher transportation costs. However, it is worthy of note that the United States ships a certain quantity of lumber to Cyprus annually, mostly tongued and grooved pitch pine for floors; in 1931 these imports totalled £960. British Empire lumber is dutiable at five-sixths the general rate.

In respect to paper, Canada would have to face the same difficulties as for lumber as regards manufacturing prices and cost of transportation. Austria is the principal supplier of printing paper, while wrapping paper is chiefly purchased from Germany.

#### Imports of Lumber and Paper in 1931

Origin	Lumber in Logs, Planks, Boards, etc.	Printing Paper	Other Paper and Products
Roumania . . . . .	£24,547	....	£ 2
Turkey . . . . .	11,335	....	2
Sweden . . . . .	6,632	£ 85	255
Italy . . . . .	2,157	55	521
United Kingdom . . . . .	767	26	395
Germany . . . . .	647	362	4,802
Austria . . . . .	....	1,544	801
Other . . . . .	....	78	2,247
Total . . . . .	£48,013	£2,150	£9,025

*Miscellaneous Manufactures.*—Included in the following table are a few items not dealt with under the preceding or following headings.

#### Miscellaneous Imports in 1931

Origin	Soap, Common	Soap, Toilet	Iron Piping	Hardware and Cutlery	Implements and Tools
United Kingdom . . . . .	£ 2,059	£ 524	£8,415	£ 4,530	£1,069
United States . . . . .	....	11	29	603	160
Belgium . . . . .	....	....	103	544	11
Czechoslovakia . . . . .	....	....	....	1,361	2
France . . . . .	829	35	....	764	379
Germany . . . . .	....	123	565	7,838	1,677
Greece . . . . .	9,488	2	....	82	5
Italy . . . . .	4	249	....	425	3
Sweden . . . . .	....	....	73	915	25
Other . . . . .	778	81	41	3,369	163
Total . . . . .	£13,158	£1,025	£9,226	£20,431	£3,494

Canada exported £18 of toilet soap to Cyprus in 1931.

The iron piping imported by the colony includes both the black and galvanized.

*Foodstuffs.*—Amongst the imports which are included in the category of foodstuffs, and which are of particular interest to Canada, are fresh apples, seed potatoes, canned fish, preserved milk, and cheese.

Wheat flour forms the most important item in the imports of the colony, a total of 408,695 cwt. valued at £150,496 being imported in 1931. This trade is chiefly in the hands of Australia, which shipped 357,115 cwt. last year. Other sources of supply were Bulgaria (36,481 cwt.), France (13,544 cwt.), Italy (740 cwt.), and the United States (161 cwt.). Canada does not export any flour to Cyprus. The duty on Empire flour is five-sixths the full rate. The island does not grow sufficient wheat for its requirements and does not appear to be



increasing its production, while imports of flour have been rising. This question is being studied by the Government, which is seeking to improve the quality of locally grown wheat as well as threshing and milling methods.

Seed potatoes constitute an import item of interest to Canadian growers, and through the Department of Agriculture in Ottawa a few small trial shipments of Canadian seed have been made recently which have given good results. The red soil of Cyprus is excellent for potato growing. Imports of seed potatoes averaged 15,000 cwt. annually during the last five years, 1931 imports totalling 14,642 cwt. valued at £5,988, of which Great Britain and Ireland (chiefly the latter) supplied 12,065 cwt., and Holland 2,535 cwt., while Canadian shipments of 42 cwt. are included in the trade statistics.

Fresh apples are a new item in the imports of the colony, Canada having made a small beginning last year, with re-exports from Egypt.

Imports of canned fish in 1931 totalled £4,454, of which the United Kingdom accounted for £1,546, Portugal £1,382, Canada £494, Japan £302, Russia £133, and the United States £81. Shipments from the United Kingdom included a certain quantity of re-exported canned salmon, apart from direct exports, consisting mainly of canned herrings. Canadian salmon is experiencing, as the preceding figures show, competition from Japan, Russia, and the United States.

Imports of canned fruits are small, the total for last year being 61 cwt. valued at £209, of which the United States supplied 23 cwt. valued at £81.

Table butter is imported chiefly from Australia, in transshipment from Port Said, while Denmark, New Zealand, and Holland have also a share in this trade. There are no imports from Canada. The total imports in 1931 were 375 cwt. valued at £4,286, of which Australia supplied 207 cwt. and Denmark 98 cwt.

About two-thirds of the cheese imported into the island comes from Bulgaria, which supplies a type in common demand in the Near East. Total imports last year were valued at £2,696. Bulgaria's share was £1,886, that of Turkey (£195), Switzerland (£168), Holland (£148), Canada (£103), and the United Kingdom (£94).

In imports of preserved milk, Switzerland holds first place; out of a total of 2,028 cwt. valued at £6,089 in 1931, it supplied 1,320 cwt. valued at £4,546. Holland, Italy, the United Kingdom, and Denmark share in this trade, as also the United States, but Canada is not shown in the trade statistics as a source of supply.

#### *Imports of Foodstuffs in 1931*

From	Fish, Dried, etc., not Canned	Fish, Canned	Fruits, Canned	Butter, Table	Milk, Canned	Cheese
United Kingdom . . . . .	£5,184	£1,546	£ 25	£ 1	£ 237	£ 94
Australia . . . . .	1	....	....	2,189	....	....
Bulgaria . . . . .	....	....	....	....	....	1,886
Denmark . . . . .	....	....	....	1,407	192	....
France . . . . .	1	52	46	74	....	11
Holland . . . . .	143	....	....	117	759	148
Italy . . . . .	448	108	36	19	327	85
Japan . . . . .	....	302	....	....	....	....
Portugal . . . . .	772	1,382	....	....	....	....
Russia . . . . .	....	133	8	....	....	....
Switzerland . . . . .	....	....	....	44	4,546	168
United States . . . . .	....	81	81	....	26	....
Canada . . . . .	....	494	....	....	....	103
Other . . . . .	790	356	13	435	2	201
Total . . . . .	£7,339	£4,454	£209	£4,286	£6,089	£2,696

Amongst other foodstuffs items shown in the return of 1931 imports into Cyprus which may be mentioned here are: chocolate, mostly in bars, total value £1,698 (Switzerland £673, United Kingdom £453, Belgium £262, Holland £147, and Italy £123); confectionery, total value £4,644 (United Kingdom £2,343,

Holland £670, Austria £414, Switzerland £385, Belgium £228, and Italy £197); provisions, tinned, bottled, smoked, dried, etc., in fancy receptacles, not otherwise specified, total value £10,536 (United Kingdom £7,444, Italy £627, United States £508, France £168, and Canada £86).

*Government Stores.*—Purchases of Government and Military Stores, made through the Crown Agents in London, form an interesting item in the imports of Cyprus. The average annual total value for the years 1927 to 1930 was £45,000. In 1931 they reached a value of £98,000.

## UNITED STATES HAY CROP, 1932

The United States Department of Agriculture September estimate places this year's hay crop, including alfalfa, at 68,587,000 tons as compared with 64,213,000 tons produced in 1931, and an average of 72,306,000 tons for the previous five years. The poorest crops were in the New England and Central Atlantic Coast states. Total supplies of all hay at the beginning of the present crop year were around 88,234,000 tons—some 8,000,000 tons more than was available for the same period last year.

Although it is as yet too early to obtain an accurate idea of the quality of the new hay crop, trade reports indicate that the timothy and alfalfa which has so far been marketed have been of average quality. The demand in consuming areas has been lighter than for the past seven years, and the lack of selling pressure on the part of hay producers during the better part of the past two years has been the principal factor in holding prices of all classes of hay at relatively high levels when compared with feed grains and commercial feedstuffs. During the past three months timothy has ranged from \$13 to \$14 per ton, when weekly average prices at respective markets throughout the country are analyzed; alfalfa has ranged from \$11 to \$12 per ton, and prairie hay from \$9 to \$10 per ton.

Import and export trade has made a very poor showing. Exports during the past year were 3,664 tons as compared with 6,214 tons during the 1930-31 crop year, as compared with an average of 13,504 tons for the three preceding crop years. Imports of hay into the United States from July 1, 1931, to June 30, 1932, inclusive, totalled only 19,656 tons as compared with 123,763 tons for the 1930-31 crop year and an average of 61,659 tons for the three preceding crop years.

## FOREIGN TRADE OF DENMARK

FREDERICK H. PALMER, CANADIAN TRADE COMMISSIONER

### II. Trade with Individual Countries

[Figures in parentheses refer to 1930 imports. One krone equals 26·7 cents Canadian at par]

Oslo, September 28, 1932.—The section of the Danish trade statistics dealing with this subject opens with an observation that a student of Denmark's trade statistics must always bear in mind that credit as a source of imports is given to the country from which the goods are received, not necessarily to that in which the goods have been produced nor in which the goods have been processed.

#### IMPORTS

As previously reported, the total value of the imports into Denmark during 1931 amounted to 1,464·8 million kroner, compared with 1,729·1 million kroner in 1930 and with 1,793·2 million kroner in 1929. Of these imports in 1931, 33·5



per cent were credited to Germany (34.2 per cent in 1930 and 32.9 per cent in 1929), and 14.9 per cent (14.5 and 14.7 per cent) to Great Britain. The third country in order of importance as a source of imports was the United States, to which country was credited 10.5 per cent of the total value (11.2 per cent and 13.3 per cent). Of the other important suppliers, Sweden is credited with 6.2 per cent (7.1 per cent) of the total, Russia with 3.9 per cent (2.4), Holland with 4.2 per cent (3.9), France with 3.6 per cent (4.0), and Belgium with 2.6 per cent (2.4).

Canada is not separately entered in the returns; but to British North America is credited 9,907,000 kroner in 1931 compared with 7,634,000 in 1930 and with 15,346,000 in 1929. Of the total imports, these values represent percentages in each year of 0.68, 0.44, and of 0.85 respectively.

From the returns of the Dominion Bureau of Statistics it is noted that during calendar year 1931 Canada exported to Denmark goods to a value of \$3,604,492 or about 13,500,000 kroner at par—a marked discrepancy with the Danish statistics.

#### EXPORTS BY COUNTRIES OF DESTINATION

The declines in the German share of the imports are attributed principally to lower purchases of grains and feeding stuffs. Smaller imports of textile products manufactured from vegetable fibres, fertilizers, raw or partly manufactured iron and other metal goods and of machines, are also noted as having been responsible for the smaller totals.

The improved position of the Argentine as a source of supply is explained as having been due to a policy of purchasing direct from the country of origin, and the case of Argentina shows the effect of the transference of the grain purchases from Germany to this country. The continuing decline in the importance of the United States is explained as being due to decreasing imports of automobiles and oils, although an increasing trade in vegetables and fruit products is noted.

#### EXPORTS

Two countries take nearly 80 per cent of the exports of Danish products—Great Britain and Germany. Exports declined in values during 1931 compared with the two previous years, the totals being 1,259.7 million kroner in 1931, 1,523.7 million kroner in 1930 and 1,615.6 million kroner in 1929. Of the 1931 total, the very high percentage of 64.2 went to Great Britain, indicating a value of 814.0 million kroner. In 1930 the exports value was greater, 948.4 million kroner, but the percentage was lower, 62.2. Exports to Germany in 1931 amounted to 173.6 million kroner or 13.8 per cent of the total, compared with 256.7 million kroner in 1930 or 16.8 per cent and 334.4 million kroner in 1929 or 20.7 per cent.

Norway and Sweden each take about 4 per cent of the exports from Denmark, while all other countries combined absorb less than 14 per cent.

#### FALL IN UNIT PRICES

The great declines in the unit prices of the principal Danish agricultural products were chiefly responsible for the lower totals, and this largely affected the trade with Great Britain in spite of a greater physical movement. The declines in percentages and values of the exports to Germany were due partly to the same causes, but principally to the steps taken in Germany to protect the German agriculturalist, and to the continuing difficult economic conditions which obtained in Germany, making for decreased buying of skins, hides, hair, bone, clothing, and chemical goods. During the year, important steps were taken in Holland, Belgium and France to obtain markets for the products which

Germany was unable to absorb to the same extent as formerly. Of the agricultural exports, Holland took larger supplies of meat, and France and Belgium more meat and butter and living animals.

According to the returns of the Dominion Bureau of Statistics, Canada imported from Denmark in 1931 goods to the value of \$265,642 and in 1930 to the value of \$178,660—985,000 kroner and 665,000 kroner respectively.

The Danish trade statistics show that exports to British North America were valued at 297,000 kroner in 1931, 871,000 kroner in 1930, and 476,000 kroner in 1929.

### ITALIAN NATIONAL RADIO EXHIBITION

R. W. MCBURNEY, ASSISTANT TRADE COMMISSIONER

Milan, September 21, 1932.—The fourth Italian National Radio Exhibition, held in Milan, ended on September 20. The exhibits, which numbered sixty, were all nationally produced machines, comprising not only radios and radio-gramophones, but all sorts of radiophonic equipment and sound-film apparatus. Demonstrations of television were given. Among the more important exhibitors were: S.A.F.A.R. (S.A. Fabbricazione Apparecchi Radiofonici); S.A. Nazionale del Grammofono; Crossley Radio of Italy; Seimens (Telefunken); General Electric of Italy; Phillips Radio (Italian); and Ansaldo Lorenz.

It would appear that special attention is to be paid to the "midget" type of radio in the coming season. These were offered in great variety of both cabinet and chassis. In both the midget and cabinet types practically all models are equipped with attachments for phonographic pick-up. The important firm of Marelli did not take part in the exhibition, but had special displays in their own show-rooms.

According to the technical expert of a large firm, the Italian market prefers tone quality and volume rather than high selectivity with corresponding loss in tone and volume. Owing to atmospheric conditions, it is difficult to bring in northern European stations without distortion, unless a highly selective set be used, but the average Italian user prefers to get programs clearly from local stations.

There is practically no sale of foreign-made radios in Italy, owing to severe restrictions on imports of radiophonic material. By royal decree-law of September 18, 1931, the duties on such material were raised to prohibitive levels. It is also necessary for importers to obtain permits for the importation of radios. No radiophonic material may be passed through the customs until the competent authorities in Rome have considered the case and issued the permit. Considerable difficulty may be experienced in obtaining such a licence.

### NETHERLANDS TOBACCO INDUSTRY

R. P. BOWER, ASSISTANT TRADE COMMISSIONER

[One kilo equals 2·2 pounds; one florin equals \$0·402 at par; one metric ton equals 2,205 pounds]

Rotterdam, October 6, 1932.—The per capita consumption of tobacco in Holland during 1931, at 7·85 pounds, was the highest which has been recorded in this country since 1852, with the exception of the two years immediately following the Great War.

#### CIGARS AND CIGARETTES

Cigars continued to be the most important tobacco product consumed, though a slight decline was registered when compared with the figures for 1930. Consumption in 1931 amounted to 1,369,415 thousand valued at 89,637,137 fl.



as compared with 1,369,650 thousand valued at 94,067,641 fl. in 1930. Of the total number consumed, all but 747,000 were made within the country. In fact, local production considerably exceeds domestic consumption, and export outlets exist. The Dutch East Indies, Belgium and Luxembourg, South Africa, and Argentina were in 1931 the chief destinations.

The year 1931 is the first since 1925 in which the consumption of cigarettes in Holland has not shown an increase in comparison with the preceding year. The following table gives the figures for the past three years:—

	No. of Cigarettes (In Thousands)	Value Fl.
1929 . . . . .	3,179,577	53,651,098
1930 . . . . .	3,589,552	61,673,361
1931 . . . . .	3,554,017	54,484,557

Over 93 per cent of the cigarettes consumed were manufactured in the country.

Imports were almost entirely from Egypt and the United States. Egyptian cigarettes are becoming more and more popular in Holland in view of the lower prices which are quoted as a result of the depreciated Egyptian currency, which follows the pound sterling. For locally manufactured cigarettes Virginia, Turkish, and Macedonian tobaccos are principally employed.

Exports of Dutch cigarettes are not large and amounted to 31,843,000 in 1931 valued at 288,677 fl. The principal purchasers were the Dutch colonies, Denmark, and Sweden.

#### SMOKING AND CHEWING TOBACCO

Tobacco under this classification registered a gain in 1931 compared with the previous year. Consumption in 1931 was 12,312,000 kilos valued at 28,338,182 fl. and 11,577,000 kilos valued at 27,295,932 fl. in 1930. Smoking tobacco is made largely from Java, Maryland, Kentucky, and Burley, while small quantities of Turkish tobacco are also used. Dutch chewing tobacco is chiefly manufactured from dark Kentucky and Paraguay.

#### SOURCES OF RAW MATERIALS

The raw tobacco employed in the local tobacco industry is almost exclusively imported. A wide range of types is necessary. The following table shows the principal varieties imported in 1931 and for the first eight months of the present year:—

	1931		Jan.-Aug., 1932	
	M. Tons	1,000 Fl.	M. Tons	1,000 Fl.
Sumatra . . . . .	2,572	7,684	1,555	5,665
Java . . . . .	10,121	7,931	7,990	4,582
American seedleaf . . . . .	145	160	49	50
Maryland . . . . .	393	311	283	183
Kentucky . . . . .	6,013	6,773	2,003	1,651
Virginia . . . . .	3,933	2,732	2,543	1,523
Brazil . . . . .	3,455	2,688	2,076	1,158
Turkish . . . . .	2,061	2,668	904	825
Cuba . . . . .	721	535	403	232

While the types of tobaccos imported depend largely on the blend which the various manufacturers use in their respective products, price also plays a large part. Local importers are not keenly interested in Canadian tobacco. It might be used as a substitute for Burley, but it would have to be offered at considerably lower prices than competing brands.

Under present conditions it would be impossible to sell a Canadian dark tobacco here. More than the industry requires can be bought from a variety of sources at prices so low that no Canadian offer would be of interest. Canadian light tobaccos, however, which are considered exceptionally good imitations of the more important American varieties, do interest the trade. About three

years ago one or two shipments of a fair size were effected, but at a price about two cents below the then prevailing American prices. The principal objection to Canadian tobacco in the past has been that the stems are invariably too thick. The duty on tobacco entering Holland is specific and amounts to 1.75 fl. per 100 kilos (60 cents per 220 pounds); but this amount is likely to be increased by 30 per cent in the near future. An abundance of stem therefore not only detracts from the quality, but adds to the laid-down cost. What is required is a tobacco light in weight and colour, uniform in ripeness, and with a minimum of stem. It is impossible to say what local buyers are willing to pay for Canadian tobacco, as so much depends upon the quality and upon the prices prevailing for competing varieties. Taking the present depreciation of the Canadian dollar into account, a price of from  $1\frac{1}{2}$  to 2 cents below similar American grades should be attractive. Every country in Europe is now growing some tobacco, and many have been successful in cultivating equivalents for some well-known American varieties. Italy and Poland in particular are outstanding in this respect, the former having produced types which are practically identical with similar American varieties. The quality and flavour, however, are inferior.

At one time a fair amount of land was devoted to the raising of tobacco in the Netherlands. The average area under this crop between the years 1851 and 1860 was 4,347 acres. The climate is not suited to the growth of the plant, however, and producers found it difficult to compete with imports from abroad. As a result the areas sown steadily declined until a low of 173 acres in 1929 was reached. At the present time about 247 acres are under cultivation.

#### CONDITION OF THE INDUSTRY

The movement towards consolidation which has been evident in the tobacco industry for some time past continued during 1931. At the beginning of the year there were 2,919 factories engaged in the manufacture of tobacco products, compared with 3,419 in 1925. It is significant that the capacity in 1931 was considerably in excess of the capacity in the earlier year, indicating the adoption of up-to-date machinery and economy in administration. The number of cigar-makers in 1931 was 19,335, of which 17,970 were men.

Employment remained fairly steady, a slight decline in the production of higher-priced products being compensated for by an increase in that of the cheaper varieties. An increase in the excise duties on tobacco products, which was imposed during 1932, has tended to check sales.

### TRADE OF BURMA, 1931-32

R. T. YOUNG, CANADIAN TRADE COMMISSIONER

Calcutta, September 16, 1932.—The official report on the trade of Burma for the fiscal year ended March 31 last discloses that the total trade in private merchandise with foreign ports was valued at Rs.334,407,578 as compared with Rs.487,400,649 in the corresponding twelve-month period. The details for the periods under review were as follows: imports, Rs.105,045,193 as compared with Rs.164,608,252; exports, Rs.229,362,385 as against Rs.322,792,397. In addition to the trade represented by these figures there was that in Government stores, treasure, and the trade with India proper, but so far as this report is of interest to Canadian exporters, these latter items need not be considered.

Like all other countries, the trade of Burma experienced a year of almost unprecedented hardship, and while almost the whole of the estimated surplus rice crop was exported, the price was very much lower than in previous years. It is estimated that this exportable surplus realized Rs.100,000,000 less than in



1930 and from Rs.150,000,000 to Rs.200,000,000 less than in any year since the war. Likewise the price of every staple exportable commodity suffered, and the import trade truly reflected the depression which existed in the country's productive industries. From April to December the depression was most severe, but during the last three months of the fiscal year an improvement was perceptible.

Burma's favourable balance of trade with foreign countries decreased from Rs.155,600,000 in 1930-31 to Rs.128,500,000 in 1931-32, and with India proper a smaller decrease was also registered. The United Kingdom's share in the import trade decreased from 41.05 to 40.91 per cent; in the export trade it increased from 16.78 to 18.68 per cent, while the share of the whole British Empire decreased to a very small degree in imports, but on the export side showed an increase from 49.15 to 50.84 per cent. Other European countries decreased from 18.52 to 17.11 per cent in imports, but increased from 17.02 to 20.04 per cent in exports. Asiatic countries increased their share of the country's imports from 21.82 to 24.38 per cent, but took less by 6.48 per cent (dropping to 21 per cent). The United States share in imports was 8.50 per cent as against 9.22 per cent, and in exports 1.37 per cent as compared with 1.39 per cent. Figures relating to Canada are not given separately, as that trade is too small to merit detailed consideration.

#### PRINCIPAL IMPORTS

The following statement shows the comparative value and importance of the principal articles imported from foreign countries into Rangoon.

Articles	1930-31	1931-32
Cotton manufactures including twist, etc. . . . .	35,514,000	25,844,000
Machinery and millwork. . . . .	15,655,000	12,704,000
Provisions. . . . .	13,090,000	8,684,000
Metals. . . . .	13,863,000	7,135,000
Sugar. . . . .	5,099,000	3,434,000
Oils. . . . .	4,651,000	3,209,000
Liquors. . . . .	4,794,000	3,153,000
Hardware, etc. . . . .	4,514,000	2,506,000
Instruments, apparatus and appliances, etc. . . . .	3,334,000	2,461,000
Paper and pasteboard. . . . .	2,632,000	2,090,000
Buildings, etc. . . . .	3,283,000	2,010,000
Soap. . . . .	2,654,000	1,905,000
Articles (not specified) imported by post. . . . .	2,119,000	1,298,000
Silk. . . . .	2,452,000	1,171,000
Salt. . . . .	2,105,000	930,000
Fish, etc. . . . .	1,913,000	881,000
Motor cars, etc. . . . .	2,223,000	849,000
Wool, manufactures of. . . . .	3,577,000	786,000
Apparel, etc. . . . .	1,463,000	685,000
Earthenware, etc. . . . .	1,083,000	557,000
Tobacco. . . . .	1,110,000	443,000
Other articles. . . . .	35,538,000	21,272,000
Total. . . . .	162,666,000	104,007,000

### MANCHURIA'S FISHING INDUSTRY AND THE LOCAL MARKET FOR FISH PRODUCTS

PAUL SYKES, CANADIAN TRADE COMMISSIONER

Dairen, August 16, 1932.—Manchuria's fisheries are of considerably less importance than her other natural resources. In comparison with land area and population, the coast line of approximately 1,000 miles is a small one. Its brief extent, together with difficulties of transportation to the interior, have offered few inducements to the establishment of a fishing industry, and that which now exists is of only casual interest or significance in the present industrial scheme. The total estimated value of the annual catch of the deep-sea fishery is only slightly over \$1,500,000. Fresh water fish are caught in a number of Man-

churia's large rivers, notably the Yalu, Liao, and Sungari, but commercial production is thought to be small and incapable of important development.

#### IMPORT TRADE IN FISH PRODUCTS

It is a natural result of there being only a small fishing industry in Manchuria, also of the characteristic demand for fish foods from a Chinese population, that this territory offers an outlet for various types of fish and fish products of foreign production. The trade in these goods into Manchuria has been of substantial proportions and is shown as to value, composition, and origin in the following table:—

#### IMPORT OF FISHERY PRODUCTS INTO SOUTH MANCHURIA, 1930

(Value in 1,000 Haikwan taels; the equivalent of this unit was 46 cents in 1930)

Products	1930				Total from all Countries
	Japan	China	Russia	Canada	
Beche-de-mer . . . . .	148	23	..	..	251
Conpoy . . . . .	80	4	..	..	120
Cuttlefish . . . . .	24	..	..	..	25
Salt herring . . . . .	10	6	..	39	109
Other salt fish . . . . .	441	..	78	8	587
Dried fraawns . . . . .	2	1	..	..	18
Seaweed . . . . .	407	1	..	..	410
Sharks' fins . . . . .	..	32	..	..	94
Smoked fish . . . . .	132	..	..	..	179
Fresh fish . . . . .	91	..	..	..	253
Dried crabs . . . . .	27	..	..	..	29
Canned fish . . . . .	98	7	..	..	160
Other . . . . .	201	7	3	..	321
Total . . . . .	1,661	81	81	47	2,556

It is a matter of importance to Canadian fishing interests that of the substantial total a modest proportion represents incoming shipments of dry salted herring. The percentage of the value of this trade to the whole amounted to 6.3 in 1929 and to 4.3 in 1930. The principal imports, from the point of view of value, are miscellaneous salt fish, seaweed, bêche de mer, fresh fish, smoked fish, and dry salted herring. In 1929 and 1930 Japan's share of the total import trade in fish was respectively 60 per cent and 65 per cent. Neither herring nor shark are caught in Japanese waters and large quantities of fresh fish cannot be economically shipped to the local market from Japan.

Korea, although not shown on the table, is an important source of supply, but the Korean fisheries are so intimately related with the domestic industry that the trade cannot be properly regarded as conflicting with that from more distantly situated countries.

Imports from China are principally drawn from Shanghai, Tientsin, Chefoo, and Tsingtao. Their composition is varied and includes a number of items which are characteristically demanded by the Chinese and which are not readily procurable from Japan.

The Russian Pacific fisheries supply substantial quantities of fish products to the local market, and the extent of this trade is not shown in the above table which provides information in respect to southern Manchurian ports only. The bulk of fish imports from Russia is imported over the Chinese Eastern Railway from Vladivostok to Harbin for consumption in North Manchuria. Principal among varieties imported are salted fish, bêche de mer, fresh fish, caviare, and salted herring.

#### CANADIAN TRADE PROSPECTS

Canadian trade in fishery products to Manchuria having been limited almost exclusively to dry salted herring, it may be assumed that this particular branch of the business will remain of chief importance. As noted above, salt fish is in regular demand by Chinese and, Manchuria's population being of Chinese origin and retaining their original tastes and customs, a regular demand for this type



of fish may be expected. Past trade has been facilitated not only by a fair degree of receptivity, but also by the important fact that Japanese fishing interests on the British Columbia coast are closely associated with the larger import firms in southern Manchuria—also under Japanese ownership and management. The factor of producers, distributors and, in many cases, transportation companies as well, being of the one nationality has undoubtedly facilitated the sale of this distinctively Canadian product on the local market. So thorough, in fact, has been the organization of the business that on rare occasions only have any firms other than Japanese found participation possible.

The interest of Japanese producers and their favourable position in respect to local demand may be counted as a permanent and encouraging influence on the shipment of dry salted herring from Canada to Manchuria, and although the more northern divisions of the market are predisposed to the purchase of salt fish of Soviet origin, South Manchuria at least can be counted as an outlet for Canadian exports.

Salted salmon also may be shipped to this territory. It is a peculiarity of the local situation that fish of larger size than herring are in popular demand and, on this ground, salmon or other salted fish of several pounds weight are purchased more readily than smaller varieties. Competition with salmon from the Kamchatka fisheries is difficult, however, and trade from Canada will apparently be successful only when export prices are unusually low or local production restricted.

Apart from the trade in salted fish, market opportunities are limited almost exclusively to those in canned fish, and these are by no means favourable. The canned fish sold in Manchuria are almost entirely of Japanese origin and in general are quite distinct from the types produced in Canadian canneries. They are, further, sold at prices which render competition extremely difficult. Such Japanese products include awabi, salmon, tai, and various shell fish. There is undoubtedly a small outlet for good-quality salmon, pilchards, sardines, lobster, and other typical Canadian products, but at present this is limited to the requirements of an insignificant proportion of the population since, apart from a few cheap lines such as "California sardines," Western varieties of canned fishery products are seldom purchased by the ordinary consumer.

## BRITISH MERCHANDISE MARKS ACT

### MATHEMATICAL OR DRAWING INSTRUMENTS

Referring to the notice published in *Commercial Intelligence Journal* of April 2 (No. 1470), the Merchandise Marks Committee have now recommended that the following articles should be required to bear an indication of origin on importation into the United Kingdom: drawing compasses, beam compasses, proportional compasses, ruling or drawing pens, and dotting pens. The method of marking suggested is by impressing or incising, and in the following cases the position of the mark is specified:—

- (1) Compasses supplied with pen, pencil, divider point and lengthening bar attachments—on the compass.
- (2) Beam compasses—on each of the two beam ends.
- (3) Dotting pens—on the pen or pen handle.

## UNITED KINGDOM INCREASES DUTY ON RUBBER FOOTWEAR

Mr. Harrison Watson, Canadian Trade Commissioner in London, cables that additional duties have been imposed in the United Kingdom, effective from October 21, on rubber footwear, when of non-Empire origin. The present rate of 20 per cent ad valorem is increased by 3d. per pair where the ankle is covered, and by 2d. per pair in other cases. Canadian rubber footwear enters the United Kingdom duty free.

## TARIFF COMMISSION FOR ARGENTINA

R. G. C. SMITH, ASSISTANT TRADE COMMISSIONER

Buenos Aires, September 16, 1932.—By a decree issued on August 19, 1932, by the Ministry of Finance of the Argentine Government, a commission was established to consider the formation of a new customs tariff.

The Argentine customs tariff was prepared in 1905. It was designed as a revenue tariff, and both ad valorem and specific duties are used. Each classification was given a definite valuation, based on the value of the articles at that date. This valuation is known as the appraisal, and it is upon these appraisals that the ad valorem tax is levied, except when there is no classification for a particular article, in which case the invoice value is used. To take care of increased commodity prices the appraisals were all raised 60 per cent and the specific duties 25 per cent by a law of November 29, 1923. Since then amendments have been made in various appraisals, which were designed to establish the appraised values more closely to the real values. The official statistics of Argentina are all made up from these official values, and very often the difference between the true and hypothetical value is great.

In the preamble to the decree reference is made to the fact that the appraised values do not represent present actual values. Furthermore, acknowledgment is made of the difficulty of erecting a suitable barrier, on an erroneous base, that will protect commercial transactions, defend primary production, or meet the needs of internal consumption and local industry. It is also argued that only a complete revision would be effective, and that it is necessary to place the tariff on a base from which a more satisfactory compilation of statistics could be made.

The decree states that the commission is formed to study and draw up a new tariff of values which will be fixed on the values of the merchandise in the customs, taking into account the f.o.b. price, plus the freight, export duties, insurance, and all other expenses up to the time of entry into the customs. The commission is also charged with the task of submitting to the Ministry of Finance a list of articles that in their opinion should be dutiable in a different manner than at present, suggesting at the same time the appraisal or duty that should apply.

## TARIFF CHANGES AND CUSTOMS REGULATIONS

### Export Bounty on Irish Free State Cattle

John H. English, Canadian Trade Commissioner in Dublin, writes under date October 1, 1932, that it has been announced by the Irish Free State Government that, commencing October 5, 1932, a bounty will be paid on all cattle exported from the Irish Free State. The bounty will be 12½ per cent on the declared value of cattle shipped oversea—e.g. to Great Britain or the Continent—and 10 per cent on the declared value of cattle exported to Northern Ireland.

The purpose of the bounty is to assist the live stock export industry, which has been seriously affected by the application of a 20 per cent tariff against cattle imported into the United Kingdom from the Irish Free State. Normally between 750,000 and 850,000 are exported annually from the Irish Free State, practically all of which go to Great Britain and Northern Ireland. On a basis of the 1930 exports which were valued at £14,674,438, the annual bounty would amount to approximately £1,500,000, which will have to be provided from the treasury. However, as the result of the British 20 per cent tariff the export of cattle from the Irish Free State has greatly decreased in recent months, the figure for August being 14,114 as compared with 62,109 for the same month in 1931. On the basis of this figure—which is probably the minimum—the bounty will amount to roughly £20,000 per month. It is expected that the bounty will stimulate export trade and help to overcome the effects of the British tariff.



**Irish Free State Export Pig Bounty**

John H. English, Canadian Trade Commissioner in Dublin, writes under date October 8, 1932, that it is announced by the Irish Free State Department of Agriculture that, commencing Wednesday, October 12, a bounty is to be paid on live pigs exported from the Irish Free State. The bounty will be at the rate of 12½ per cent of the declared value of the pigs, and will be paid direct to the exporter. Exports of live pigs from the Irish Free State during 1930 numbered 408,506, with a declared value of £2,582,044.

The bounty on exported pigs is the fourth to come into operation within recent weeks. The others were: bacon, 10s. per cwt.; cattle, 12½ per cent (or 10 per cent); and butter, according to price, but at present approximately 31s. 4d. per cwt.

**Increased Tariff Preferences in Australia**

Mr. D. H. Ross, Canadian Trade Commissioner in Melbourne, cables the Department of Trade and Commerce that new tariff schedules were introduced into the Australian Parliament on October 13, providing British preferential and general rates only. The former tariff structure contained three columns, British preferential, intermediate, and general. Owing to this alteration in the form of the tariff a special schedule was introduced preserving the existing Canadian-Australian Agreement, as some Canadian goods are subject to intermediate tariff rates.

The new British preferential schedule provides extended preferences which under the Trade Agreement of 1931 Canada will enjoy.

Among other goods affected, typewriters, vacuum cleaners, electric cooking appliances, clothes wringers, wood manufactures, and writing paper will have 20 per cent preference over foreign goods; pipes and tubes, 15 per cent; mercerized cotton and artificial silk yarns, 17½ per cent.

**New Zealand Tariff Changes**

Mr. H. L. E. Priestman, Acting Canadian Trade Commissioner in Auckland, New Zealand, cables under date October 13 that, by resolution introduced in the New Zealand Parliament that day and effective October 14, the surtax of 22½ per cent on import duties was removed from products or manufactures of the United Kingdom, Northern Ireland, and other parts of the British Dominions except Canada, the Union of South Africa, the Irish Free State, Newfoundland, and India.

Changes made in tariff rates of duty include the following:—

	Former Rates		New Rates	
	British Preferential Tariff	General Tariff	British Preferential Tariff	General Tariff
Confectionery, including medicated confectionery, liquorice not elsewhere included in the tariff, and sugared or crystallized fruits...ad val.	30%	55%	27½%	50%
Apparel and ready-made clothing not elsewhere included in the tariff; hosiery...ad val.	32½%	55%	27½%	50%
Textile piece-goods, not elsewhere included in the tariff, composed of silk, imitation silk (other than mercerized cotton), artificial silk, or of combinations of these materials with one another, or with any other material (except wool or hair)...ad val.	10%	25%	Free	15%
Paper not elsewhere included in the tariff, including tinfoil paper and gummed paper not elsewhere included in the tariff, in sheets of size not less than 20 inches by 15 inches or the equivalent...ad val.	Free	Free	Free	10%
Cigars, including the weight of every band, wrapper, or attachment, to any cigar...per lb.	15s.	15s.	14s.	16s.

Goods free of ordinary duty under the above items are subject to a primage duty of 3 per cent ad valorem. The ordinary surtax on rates of duty is 22½ per cent thereof, but on the duty on cigars it is 5 per cent.

The rates on apparel and ready-made clothing, and on textile piece goods, shown in the above statement as now made effective were previously provided for in the tariff but their operation had been deferred until April 1, 1933.

Primage duties of 1 per cent and 2 per cent on Australian goods, imposed in New Zealand in lieu of surtax, have been abolished, according to the Acting Trade Commissioner's cable.

**FOREIGN EXCHANGE QUOTATIONS FOR WEEK ENDING OCT. 17**

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending October 17, 1932, with the official bank rate. Quotations for the week ending October 11, 1932, are also given for the sake of comparison:—

Country	Unit	Nominal Quotations in Montreal Oct. 11	Nominal Quotations in Montreal Oct. 17	Official Bank Rate
Austria . . . . .	Schilling	\$ .1539	\$ .1527	6
Belgium . . . . .	Belga	.1528	.1505	3½
Bulgaria . . . . .	Lev	.0072	.0077	8
Czechoslovakia . . . . .	Krone	.0325	.0320	4½
Denmark . . . . .	Krone	.1973	.1932	3½
Finland . . . . .	Markka	.0168	.0163	6½
France . . . . .	Franc	.0431	.0425	2½
Germany . . . . .	Reichsmark	.2614	.2573	4
Great Britain . . . . .	Pound	3.7914	3.7292	2
Greece . . . . .	Drachma	.0067	.0068	10
Holland . . . . .	Guilder	.4423	.4357	2½
Hungary . . . . .	Pengo	.1923	.1895	5
Italy . . . . .	Lira	.0563	.0554	5
Jugo-Slavia . . . . .	Dinar	.0195	.0192	7½
Norway . . . . .	Krone	.1916	.1878	4
Portugal . . . . .	Escudo	.0351	.0346	6½
Roumania . . . . .	Leu	.0065	.0064	7
Spain . . . . .	Peseta	.0900	.0887	6½
Sweden . . . . .	Krona	.1952	.1917	3½
Switzerland . . . . .	Franc	.2125	.2091	2
United States . . . . .	Dollar	1.0993	1.0825	2½
Argentina . . . . .	Peso (Paper)	.2817	.2792	—
Brazil . . . . .	Milreis	.0824	.0811	—
Chile . . . . .	Peso	.0673	.0663	4½
Colombia . . . . .	Peso	1.0526	1.0337	5
Mexico . . . . .	Peso	.3402	.3425	6-7
Peru . . . . .	Sol	.1978	.2056	6
Venezuela . . . . .	Bolivar	.1649	.1677	—
Uruguay . . . . .	Peso	.5194	.5114	—
Cuba . . . . .	Peso	1.0986	1.0817	—
Hongkong . . . . .	Dollar	.2583	.2523	—
India . . . . .	Rupee	.2885	.2830	4
Japan . . . . .	Yen	.2611	.2556	4.38
Java . . . . .	Guilder	.4452	.4373	4½
Shanghai . . . . .	Tael	.3359	.3301	—
Siam . . . . .	Baht (Tical)	—	—	—
Straits Settlements . . . . .	Dollar	.4507	.4438	—
British Guiana . . . . .	Dollar	.8100	.8013	—
Jamaica . . . . .	Pound	3.8313	3.7562	—
Other British West Indies . . . . .	Dollar	.8100	.8013	—
Martinique . . . . .	Franc	.0433	.0425	—
Guadeloupe . . . . .	Franc	.0433	.0425	—
Australia . . . . .	Pound	3.0346	2.9847	—
Egypt . . . . .	Pound (100 piastres)	3.8886	3.8247	—



## HONGKONG PREFERENCE ON MOTOR VEHICLES

Mr. V. E. Duclos, Canadian Trade Commissioner at Hongkong, cables the Department of Trade and Commerce that, effective from October 14, foreign manufactured motor vehicles sold to Hongkong purchasers are to pay a special tax of 20 per cent ad valorem. This tax takes the form of a licence fee. The result is a preference to Canadian and other motor vehicles of Empire origin over those of non-Empire origin equal to this 20 per cent tax.

## TRADE OPPORTUNITIES ABROAD FOR CANADIAN PRODUCTS

The Trade Inquiries for Canadian products published below have been received since the publication of the last issue of the *Commercial Intelligence Journal*. Interested exporters may secure the names and addresses of the firms making these inquiries, together with further details regarding the commodities required, on application to the Director, Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa, or—

Secretary, Board of Trade—

Saint John, N.B.,	Toronto, Ont.,	St. Boniface, Man.,
Halifax, N.S.,	Woodstock, Ont.,	Winnipeg, Man.,
Quebec, P.Q.,	St. Mary's, Ont.,	Vancouver, B.C.,
Montreal, P.Q.,	Portage la Prairie, Man.,	New Westminster, B.C.

Secretary, Chamber of Commerce—

Sherbrooke, P.Q.,	Belleville, Ont.,	London, Ont.,
Kingston, Ont.,	Peterborough, Ont.,	Victoria, B.C.,
Oshawa, Ont.,	Hamilton, Ont.,	Prince Rupert, B.C.

Border Chamber of Commerce, Windsor, Ont.

Industrial Commissioner, Stratford, Ont.

La Chambre de Commerce, de Montréal, 25 St. James E., Montreal, P.Q.

Secretary, Canadian Manufacturers' Association—

Toronto, Ont.,	Winnipeg, Man.,	Vancouver, B.C.,
Montreal, P.Q.,	Edmonton, Alta.,	Victoria, B.C.

The Maritime Provinces Trade Commissioner, 122 Federal Building, Toronto, Ont.

The Bureau of Provincial Information, Victoria, B.C.

**Canadian exporters should, for follow-up purposes, transmit a copy of any reply sent in response to a Trade Inquiry to the Trade Commissioner in the territory from which the inquiry emanated.**

### Foodstuffs

706. GENERAL PROVISIONS.—A firm of brokers in Bristol, England, would like to represent Canadian exporters of general provisions.

707. FOOD PRODUCTS.—A Cardiff firm of produce brokers and agents desire to secure agencies, and would be willing to pioneer any Canadian food products in the West of England and South Wales.

708. DAIRY PRODUCE.—A Bristol produce broker, in close touch with West of England trade, desires to represent Canadian exporters of dairy products.

709. DAIRY PRODUCE.—A Birmingham produce broker, in touch with the largest wholesalers in the Midland area, desires direct contact with Canadian houses with a view to selling butter, cheese, hams or bacon on a c.i.f. basis.

710. BUTTER.—A Bristol broker desires to hear from Montreal exporter of butter with a view to West of England agency.

711. CONDENSED MILK.—A South Wales representative handling food products is anxious to represent Canadian exporters of canned condensed or evaporated milk in South Wales.

712. CHEESE.—A Bristol broker desires to hear from Montreal exporter of cheese with a view to West of England agency.

714. DRIED AND EVAPORATED APPLES.—A Bristol brokerage house would be glad to receive offers of dried and evaporated apples from Canadian exporters. Quotations c.i.f. Bristol (Avonmouth).

715. CANNED GOODS.—A West of England firm of brokers desire to be placed in touch with Canadian exporters of canned goods, with a view to representation.

716. REPRESENTATION.—A Midland firm desire to represent Canadian manufacturers and can cover the whole of the British Isles if desired. They will either buy on their own account or act on a commission basis as representatives. They would be prepared to consider any product which would find a market, but refer particularly to canned goods, food products, produce, etc.

720. CEREALS.—A Bristol brokerage house is open to represent Canadian exporters of cereals.

713. COCOA BUTTER SUBSTITUTE.—A Yokohama (Japan) firm desire to hear from Canadian exporters of cocoa butter substitute with a view to purchase or agency.

717. CANNED GOODS; MILK PRODUCTS; GENERAL PRODUCTS.—A London firm desire to get in touch with Canadian exporters with a view to agency arrangement.

718. CANNED FISH AND LOBSTER PASTE.—A London firm of buyers wish to hear from Canadian exporters of canned lobster, lobster paste, and canned salmon.

719. CANNED FISH.—A firm in Antwerp, Belgium, are desirous of getting into touch with Canadian exporters with a view to purchase or agency.

721. BRAN AND SHORTS.—A London firm of buyers wish to hear from Canadian exporters of bran and shorts.

### Miscellaneous

722. PATENT MEDICINES.—A Birmingham house desires direct contact with Canadian manufacturers of patent medicines and drugs, with a view to sole United Kingdom representation.

723. HOSIERY AND TEXTILES.—A manufacturers' agent located in Bristol, England, is open to undertake the representation of Canadian houses manufacturing hosiery. Also would be interested in textiles.

728. ELECTRIC COOKING RANGES.—A Birmingham export house, with warehouses in Johannesburg and Durban, desires to represent a Canadian manufacturer of electric cooking ranges in the Transvaal. Sole agency desired.

729. ELECTRICAL ACCESSORIES.—A Birmingham electrical house desire sole agencies for Canadian electrical accessories of all kinds.

730. HARDWARE LINES.—A West of England firm specializing in Canadian imports are open to handle various classes of Canadian hardware lines, in addition to electrical and agricultural products, on the basis of a sole agency for the British Isles or an exclusive area around Bristol.

731. HARDWARE.—A Birmingham firm of export merchants and manufacturers' representatives, with branches at Cape Town, Durban, Nairobi, Sydney, and Wellington, desire to hear from Canadian hardware manufacturers with a view to representation in these centres.

732. HARDWARE SUPPLIES.—A Bristol firm of importers are prepared to consider exclusive agencies for any lines suitable for sale to the ironmongery and agricultural implement trade.

733. BUILDERS' HARDWARE.—A Birmingham import house, selling to wholesale hardware factors throughout England, desire to represent Canadian manufacturers of builders' hardware.

734. MOTOR CAR AND MOTOR CYCLE ACCESSORIES.—A Birmingham firm are desirous of obtaining the sole selling rights for any motor, motor cycle or cycle accessories for which there is a demand.

736. TIMBER.—A South Wales firm of timber importers are prepared to consider offers of Quebec spruce, yellow and red pine deals and boards, birch deals, scantlings and boards, in liner parcels or small cargoes. Prices c.i.f. Cardiff or Swansea.

738. FIBREBOARD FOR STIFFENERS.—A Leicester firm who import fibreboard for making shoe stiffeners and ordinary board for insoling are open to consider quotations from Canadian manufacturers, and would likewise be interested in any commodities suitable for the shoe trade.

739. BOOT AND SHOE FINDINGS.—A leather firm in the English Midlands importing leather and fibre stiffeners, cut soles, cut lifts, top-pieces, heel board, woodpulp and sole leather offal, are prepared to represent a Canadian firm who can offer boot and shoe findings at competitive prices.

741. LEATHER AND OTHER SHOE FINDINGS.—A Bristol house of merchants and factors invite inquiries from Canadian producers of leather and other requisites for the boot and shoe trade who desire selling agents.

742. LEATHER.—A Northampton leather merchant wishes to represent a Canadian box calf tanner and producer of glacé kid.



743. LEATHER.—A Leicester firm desire a first-class Canadian agency for patent and glacé kids.

744. LEATHER.—A Northampton firm of leather importers desire to secure sole agency for Canadian producer of chrome-tanned patent sides and chrome-tanned glacé kids.

745. LEATHER.—A Midland firm of leather factors desire Canadian source of supply for chrome upper leather and tanned sole leather. Canadian manufacturers are requested to submit samples and quotations c.i.f. United Kingdom port.

746. LEATHER.—A Leicester house of factors and importers are in the market for good-quality Canadian waxed splits, chrome patent and chrome box sides.

747. LEATHER.—A Leicester firm of factors and importers desire to represent a first-class Canadian house for the sale of patent sides and box calf in the United Kingdom.

748. LEATHER.—A Midland firm of hide and leather factors desire to obtain supplies of patent leather. Canadian exporters are requested to send samples and prices with a view to representation.

749. LEATHERETTE.—A Leicester firm desire an agency for lines applicable to the boot and shoe trade, particularly leatherette.

724. HOSIERY; BATHING SUITS; ETC.—A firm of commission and buying agents in London desire connection with Canadian exporters of hosiery, bathing suits, underwear and allied goods.

725. BATHING SUITS.—A Brussels firm wish to purchase bathing suits of pure wool; also cheap suits of cotton or worsted.

726. BATHING SUITS.—A Brussels firm wish to purchase bathing suits of pure wool; also cheap suits of cotton or worsted.

727. YARNS.—A Brussels firm desire to be placed in touch with Canadian exporters of cotton yarns and cotton and wool yarns mixed (white and colours), with a view to purchase.

735. PAPERMAKERS' SUPPLIES.—An Olten (Switzerland) firm desire contact with Canadian exporters with a view to agency.

737. FOUR-PLY RAILROAD BOARD.—An Auckland firm are prepared to order five gross each of orange and black railroad board, in sheets measuring 22 inches by 28 inches, at price ranging at \$4.50 per 100 sheets.

740. WAXED SPLITS.—A firm in the North of England wish to be put in touch with Canadian manufacturers of waxed splits.

### CERTIFICATES OF ORIGIN FOR GREAT BRITAIN

In order to obtain the benefits of preferential duties under the new British Tariff, Customs regulations require original invoice and *Certificate of Origin* must be produced when goods of Canadian origin are being cleared through Customs in Great Britain.

Please see that necessary forms are forwarded to your consignees as early as possible so that no delay will be encountered in clearing their goods through British Customs.

### PROPOSED SAILINGS FROM CANADIAN PORTS

*(The sailing dates are approximate and subject to change without notice)*

#### From Montreal

*To Liverpool.*—Duchess of Bedford, Oct. 28 and Nov. 23; Duchess of York, Nov. 4 and 30; Duchess of Richmond, Nov. 11; Duchess of Atholl, Nov. 18; Montrose, Nov. 26—all Canadian Pacific; Antonia, Cunard Line, Oct. 28 and Nov. 26; Laurentic, White Star Line, Nov. 12.

*To London.*—Beaverhill, Oct. 28 and Nov. 26; Beaverford, Nov. 4; Beaverburn, Nov. 11; Beaverdale, Nov. 18; Beaverbrac, Nov. 23—all Canadian Pacific; Ausonia, Oct. 28 and Nov. 26; Ascania, Nov. 4; Alaunia, Nov. 11; Aurania, Nov. 18—all Cunard Line.

*To Southampton.*—Montrose, Oct. 27; Montcalm, Nov. 10—both Canadian Pacific.

*To Manchester.*—Manchester Division, Oct. 27; Manchester Brigade, Nov. 3; Manchester Commerce, Nov. 10; Manchester Citizen, Nov. 17; Manchester Producer, Nov. 24—all Manchester Line.

*To Avonmouth, Cardiff and Swansea.*—Norwegian, Oct. 29; Nevisian, Nov. 26—both Dominion Line; Vardulia, Nov. 9; Concordia, Nov. 12—both Cunard-Donaldson Line.

*To Glasgow.*—Airthria, Oct. 28 and Nov. 25; Letitia, Nov. 4; Sulairia, Nov. 11; Athenia, Nov. 18—all Anchor-Donaldson Line.

*To Newcastle and Leith.*—Cairnross, Nov. 4; Cairnvalona, Nov. 11 (calls at Hull, but not at Leith); Cairnesk, Nov. 18 (also calls at Dundee); Cairndhu, Nov. 25—all Cairn-Thomson Line.

*To Belfast.*—Lord Londonderry, Head Line, Nov. 9 (cargo accepted for Londonderry).

*To Dublin.*—Melmore Head, Head Line, Nov. 7 (cargo accepted for Cork).

*To Antwerp.*—Beaverford, Nov. 4; Montcalm, Nov. 10; Beaverdale, Nov. 18; Beaverhill, Nov. 26—all Canadian Pacific; Hada County, Oct. 31; Brant County, Nov. 11; Grey County, Nov. 29—all County Line (also call at Havre).

*To Hamburg.*—Montrose, Oct. 27; Beaverburn, Nov. 11; Beaverbrae, Nov. 23—all Canadian Pacific; Hagen, Hamburg American-North German Lloyd Line, Nov. 18 (also calls at Bremen).

*To South France and Italian Ports.*—Valleluca, Oct. 29; Valprato, Nov. 4; Valflorita, Nov. 18—all Lloyd Mediterraneo Italian Service.

*To Norwegian Ports.*—Idefjord, October; Kristianiafjord, October; Tanafjord, October; Topdalsfjord, November—all North American Line.

*To Scandinavian and Baltic Ports.*—Brahholm, Oct. 28; Ragnhildsholm, Nov. 8—both Swedish-America-Mexico Line, Frode, Scandinavian-American Line (does not call at Gothenburg), Nov. 15.

*To St. John's, Nfld., and St. Pierre-Miquelon.*—Belle Isle, Newfoundland-Canada SS., Oct. 29 and Nov. 12 and 26; Silvia, Furness-Red Cross Line, Nov. 4 and 18.

*To Cornerbrook, Nfld.*—North Voyageur, Oct. 24 and Nov. 7; New Northland, Nov. 2 and 16—both Clarke SS. Co.

*To Hamilton (Bermuda), Puerto Rico, St. Kitts, Antigua, St. Lucia, Guadeloupe, Martinique, Barbados, St. Vincent, Grenada, Trinidad and Demerara.*—Cornwallis, Nov. 4; Chomedv, Nov. 18—both Canadian National.

*To Hamilton (Bermuda), Nassau (Bahamas), Kingston (Jamaica), and Belize (British Honduras).*—Cathcart (calls at St. Georges but not at Hamilton or Nassau), Oct. 28 and Nov. 25; Lady Rodney, Nov. 3; Cavalier (does not call at Hamilton or Nassau), Nov. 11; Lady Somers, Nov. 17—all Canadian National.

*To Bermuda, St. Kitts, Antigua, Guadeloupe, Dominica, Martinique, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo.*—Christian Krohg, Oct. 25; a steamer, Nov. 9; Movra, Nov. 24—all Ocean Dominion SS. Corp.

*To Tampico and Vera Cruz.*—A steamer, Canadian National, weekly.

*To Colombia, Ecuador, Peru and Chile.*—A steamer, Canadian National, monthly.

*To Auckland, Wellington, Lyttelton, Dunedin, Brisbane, Sydney and Melbourne.*—Canadian Highlander, Oct. 28; Canadian Cruiser, Nov. 24; Canadian Conqueror (also calls Timaru), Nov. 25—all Canadian National.

*To West and South African Ports.*—Calgary, Oct. 25; Mattawin, Nov. 25—both Elder Dempster Lines, Ltd.

### From Halifax

*To Liverpool.*—Ninian, Leyland Line, Oct. 26; Manchester Hero, Oct. 29; Manchester Exporter, Nov. 22—both Manchester Line; Newfoundland, Furness Line, Nov. 8.

*To London.*—Sardinian Prince, Oct. 24 and Dec. 2; Italian Prince, Nov. 7; Corsican Prince, Nov. 21—all Furness Prince Line; Ascania, Cunard Line, Dec. 3.

*To Manchester.*—Ninian, Levland Line, Oct. 26; Manchester Division, Oct. 30; Manchester Brigade, Nov. 6; Manchester Commerce, Nov. 13; Manchester Exporter, Nov. 22—all Manchester Line.

*To Antwerp.*—Pennland, Nov. 6 and Dec. 3; Westernland, Nov. 20—both Red Star Line.

*To Gothenburg.*—Drotningholm, Oct. 27; Gripsholm, Nov. 5—both Swedish-American Line.

*To St. John's, Nfld., and St. Pierre-Miquelon.*—Magnhild, Oct. 25 and Nov. 8 and 22; H. J. Hyvig, Oct. 29 and Nov. 19—both Newfoundland-Canada SS.; Rosalind, Furness-Red Cross Line, Oct. 31 and Nov. 14 and 28; Newfoundland, Nov. 8; Nova Scotia, Nov. 29—both Furness Line (do not call at St. Pierre).

*To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.*—Lady Hawkins, Nov. 1; Lady Drake, Nov. 15; Lady Nelson, Nov. 29—all Canadian National.

*To Santiago (Cuba) and Kingston (Jamaica).*—Calabria, Oct. 26 and Nov. 23; Andalusia, Nov. 9 (calls at Montego Bay and other Jamaican outports)—both Pickford & Black, Ltd.



*To Bermuda, St. Kitts, Antigua, Guadeloupe, St. Lucia, Dominica, Martinique, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo.*—Christian Krohg, Oct. 30; a steamer, Nov. 14; Moyra, Nov. 29—all Ocean Dominion SS. Corp.

*To Hamilton (Bermuda), Nassau (Bahamas), Kingston (Jamaica), and Belize (British Honduras).*—Cathcart (calls at St. Georges, Bermuda, but not at Hamilton or Nassau), Oct. 31 and Nov. 28; Cavelier (does not call at Hamilton or Nassau), Nov. 14—both Canadian National.

*To Hamilton (Bermuda), Puerto Rico, St. Kitts, Antigua, St. Lucia, Guadeloupe, Martinique, Barbados, St. Vincent, Grenada, Trinidad and Demerara.*—Colborne, Oct. 25; Cornwallis, Nov. 8; Chomedy, Nov. 22—all Canadian National.

### From Saint John

*To Alexandria, Port Said, Suez, Aden, Karachi, Bombay, Colombo, Madras, Rangoon and Calcutta.*—City of Kimberley, Oct. 27; a steamer, Nov. 27—both American and Indian SS. (cargo accepted for other Eastern ports, also for British East African ports).

*To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.*—Lady Hawkins, Oct. 24; Lady Drake, Nov. 7; Lady Nelson, Nov. 21—all Canadian National.

*To Kingston and Jamaican Outports.*—San Blas, Oct. 27; San Bruno, Nov. 10; San Benito, Nov. 24—all United Fruit Line.

### From New Westminster

*To London, Liverpool and Glasgow.*—Quebec City, T. A. Lee & Holway Ltd., Oct. 26 (calls at Manchester but not at Glasgow); Cartona, Balfour Guthrie & Co., Oct. 30.

*To United Kingdom Ports.*—Titania, Canadian Transport Co., Nov. 1; Viking Star, Nov. 12; Trojan Star, Nov. 26—both American Mail Line; Modavia, Balfour Guthrie & Co., Nov. 16.

*To Japanese Ports.*—Florida Maru, Nov. 7; Shunsho Maru, Nov. 19—both Yamashita Shipping Co.

*To Shanghai.*—Selandia, Oct. 25; Jutlandia, Nov. 22—both B. L. Johnson Walton Co.

### From Vancouver

*To Yokohama, Kobe, Shanghai and Hongkong.*—Tantalus, Oct. 30; Tyndareus (calls at Miiki), Nov. 20—both Blue Funnel Line; Hikawa Maru, Nippon Yusen Kaisha, Nov. 17 (also calls Osaka); Tacoma, Tacoma Oriental SS., Nov. 20 (also calls Tsingtao, Dairen, Taku Bar and Otaru but not at Hongkong).

*To Yokohama, Kobe, Shanghai, Hongkong and Manila.*—Empress of Russia (calls Nagasaki), Nov. 5; Empress of Japan (calls Honolulu), Nov. 19; Empress of Asia (calls Nagasaki), Dec. 3—all Canadian Pacific; Olympia, Oct. 8; Grays Harbour, Nov. 8—both Tacoma Oriental SS. (call Osaka, Iloilo, Cebu and Legaspi but not at Shanghai).

*To Yokohama, Kobe, Osaka and Moji.*—Koyu Maru, Empire Shipping Co., Oct. 25.

*To Honolulu, Suva, Auckland and Sydney.*—Niagara, Canadian-Australasian Line, Ltd., Nov. 8.

*To Sourabaya, Samarang, Batavia, Singapore, Belawan Deli, Penang, Rangoon and Calcutta.*—Saparoa, Silver-Java-Pacific Line, Nov. 16 (also calls Manila and Iloilo).

*To Auckland, Wellington, Melbourne and Sydney.*—Wairuna, Canadian-Australasian Line, Nov. 1 (also calls New Plymouth, Lyttelton and Dunedin); Golden Eagle, Oceanic and Oriental Navigation Co., Nov. 17 (also calls Lyttelton and Dunedin).

*To Brisbane, Sydney, Newcastle, Melbourne and Adelaide.*—Tolken, Nov. 2; Yngaren (does not call at Newcastle), Dec. 2—both Empire Shipping Co.

*To Liverpool, London, Southampton and Rotterdam.*—Nebraska, Nov. 5; Dinteldyk, Nov. 20—both Royal Mail Lines, Ltd.

*To London, Hull, Bergen and Oslo.*—Granville, Fred Olsen Line, Oct. 27.

*To Manchester.*—Pacific Pioneer, Furness (Pacific) Ltd., Oct. 29.

*To Marseilles, Genoa, Leqhorn, Naples, Venice and Trieste.*—California (does not call at Venice or Trieste), Nov. 12; Cellina, Dec. 3—both Empire Shipping Co., Ltd.

*To Havre, Dunkirk, Bordeaux and Antwerp.*—Winnipeg, Oct. 31; Oregon, Nov. 19—both Empire Shipping Co., Ltd.

*To Scandinavian Ports.*—Canada, Oct. 24; Buenos Aires, Nov. 18—both Johnson Line.

*To Port of Spain (Trinidad) and Bridgetown (Barbados).*—Bronnoy, Canadian Transport Co., Ltd., Oct. 29

*To Montevideo and Buenos Aires.*—Hoyanger, Westfal-Larsen Co., Nov. 10 (cargo accepted for Pernambuco, Bahia, Rosario, Santa Fé and other ports).

**Note.**—Firms who desire information concerning ocean mail services may have their names placed on the mailing list of the Post Office Weekly Bulletin by applying to the Post Office Department.

# COMMERCIAL INTELLIGENCE SERVICE

## CANADIAN GOVERNMENT TRADE COMMISSIONERS

### Argentine Republic

ACTING TRADE COMMISSIONER, B. Mitre 430, Buenos Aires (1). (Territory includes Chile and Uruguay.) *Cable address, Canadian.*

### Australia

D. H. ROSS. Address for letters—Box 196C, G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable address, Canadian.*  
*Commercial Agent:* B. MILLIN, The Royal Exchange, Sydney, N.S.W.

### Belgium

HENRI TURCOT, 98 Boulevard Adolphe Max, Brussels. *Cable address, Canadian.*

### Brazil

A. S. BLEAKNEY. Address for letters—Caixa Postal 2164, Rio de Janeiro. Office—Ed. Da "A. Noite," Sala 802, Praca Maua. *Cable address, Canadian.*

### British West Indies

*Trinidad:* ACTING TRADE COMMISSIONER. Address for letters—P.O. Box 125, Port of Spain. Office—Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, and British Guiana.) *Cable address, Canadian.*

*Jamaica:* F. W. FRASER, P.O. Box 225. Office—Canadian Bank of Commerce Chambers, Kingston. (Territory covers Jamaica, Hayti, the Bahamas, and British Honduras.) *Cable address, Canadian.*

### China

L. M. COSGRAVE. Address for letters—P.O. Box 264, Shanghai. Office—Daily News Building, 17 The Bund, Shanghai. *Cable address, Canadian.*

PAUL SYKES. Address for letters—P.O. Box 160, Dairen, Manchuria. Office—Cornabe Building, 1 Higashi-Koen-Cho, Dairen, Manchuria. (Territory covers Manchuria.) *Cable address, Canadian.*

### Cuba

E. L. McCOLL. Address for letters—Apartado 1945, Havana. Office address—Royal Bank of Canada Building, Calle Aguiar 75, Havana. (Territory includes San Domingo and Puerto Rico.) *Cable address, Canadian.*

### Egypt

YVES LAMONTAGNE. Address for letters—P.O. Box 1770, Cairo. Office—22 Shari Kasr el Nil, Cairo. (Territory includes the Sudan, Palestine, Cyprus, Iraq, Syria, and Persia.) *Cable address, Canadian.*

### France

HERCULE BARRÉ, 3 rue Scribe, Paris (9). (Territory includes French Colonies in North Africa.) *Cable address, Cancomac.*

### Germany

ACTING TRADE COMMISSIONER, Mönckebergstrasse 31, Hamburg. (Territory covers Germany—except the Rhine Valley—Czechoslovakia, Austria, and Eastern European countries.) *Cable address, Canadian.*

### Greece

ACTING TRADE COMMISSIONER, 1 Corai Street, Athens. (Territory includes Turkey.) *Cable address, Canadian.*

### Hongkong

V. E. DUCLOS. Address for letters—P.O. Box 80, Hongkong. Office—Gloucester Building, Hongkong. (Territory includes South China, the Philippines, British North Borneo, and Indo-China.) *Cable address, Canadian.*

### India and Ceylon

R. T. YOUNG. Address for letters—P.O. Box 2003, Calcutta. Office—8 Esplanade Mansions, Government Place East, Calcutta. *Cable address, Canadian.*

### Irish Free State and Northern Ireland

J. H. ENGLISH, 66 Upper O'Connell Street, Dublin, Irish Free State (*cable address, Canadian*); and 44 Ann Street, Belfast, Northern Ireland (*cable address, Adanac*).



680  
**CANADIAN GOVERNMENT TRADE COMMISSIONERS—Con.**

**Italy**

A. B. MUDDIMAN, Via Manzoni Nr. 5, Milan (102). (Territory includes Spain, Portugal, Gibraltar, Canary Islands, Malta, Italian Colonies in Africa, Albania, and Jugoslavia.) *Cable address, Canadian.*

**Japan**

*Tokyo:* J. A. LANGLEY, Commercial Secretary; RICHARD GREW, Trade Commissioner. Address for letters—P.O. Box F101, Tokyo Central. Office—Imperial Life Assurance Building, Marunouchi, Tokyo. *Cable address, Canadian.*

*Kobe:* ACTING TRADE COMMISSIONER. Address for letters—P.O. Box 230, Kobe. Office—Chamber of Commerce Building, Kobe. *Cable address, Canadian.*

**Mexico**

ACTING TRADE COMMISSIONER. Address for letters—Apartado Num. 126-bis, Mexico City. Office—Edificio Banco de Londres y Mexico, Num. 30, Mexico City. (Territory includes Central American Republics.) *Cable address, Cancoma.*

**Netherlands**

J. C. MACGILLIVRAY, Beursplein 26B, Rotterdam. (Territory includes the Rhine Valley and Switzerland.) *Cable address, Canadian.*

**Netherlands East Indies**

G. R. HEASMAN. Address for letters—P.O. Box 84, Batavia, Java. Office—Chartered Bank Building, Melacca St., Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, and Siam.) *Cable address, Canadian.*

**New Zealand**

C. M. CROFT. Address for letters—P.O. Box 33, Auckland. Office—Yorkshire House, Shortland Street, Auckland. (Territory includes Fiji and Western Samoa.) *Cable address, Canadian.*

**Norway**

F. H. PALMER, Jernbanetorvet 4, Oslo. (Territory includes Scandinavian countries and Finland.) *Cable address, Canadian.*

**Panama**

J. A. STRONG. Address for letters—P.O. Box 222, Panama City. Office—Royal Bank of Canada Building, Santa Ana Plaza, Panama City. (Territory includes Venezuela and Colombia.) *Cable address, Canadian.*

**Peru**

C. S. BISSETT. Address for letters—Casilla 1212, Lima. Office—Calle Coca, 478, Lima. (Territory includes Bolivia and Ecuador.) *Cable address, Canadian.*

**South Africa**

G. R. STEVENS. Address for letters—P.O. Box 683, Cape Town. Office—Cleghorn & Harris Building, Adderley Street, Cape Town. (Territory includes Southwest Africa, the Rhodesias, Nyasaland, Tanganyika Territory, and Kenya Colony.) *Cable address, Cantracom.*

**United Kingdom**

*London:* HARRISON WATSON, Canada House, Trafalgar Square, S.W.1. (Territory covers Home Counties, Southeastern Counties, and East Anglia.) *Cable address, Sleighing, London.*

*London:* J. FORSYTH SMITH, Fruit Trade Commissioner, Walter House, Bedford Street, Strand, W.C.2. *Cable address, Canfrucom.* (Territory—for fresh fruit only—covers United Kingdom, Norway, Denmark, Sweden, France, Holland, Belgium, Germany, and Spain.)

*London:* W. A. WILSON, Animal Products Trade Commissioner, Canada House, Trafalgar Square, S.W.1. *Cable address, Agrilson.*

*Liverpool:* H. R. POUSSETTE, Century Bldgs., 31 North John Street. (Territory covers North of England, Lincolnshire, North Midlands, and North Wales.) *Cable address, Canadian.*

*Bristol:* DOUGLAS S. COLE, Northcliffe House, Colston Avenue. (Territory covers West of England, South Wales, and South Midlands.) *Cable address, Canadian.*

*Glasgow:* GORDON B. JOHNSON, 200 St. Vincent Street. *Cable address, Cantracom.*

**United States**

*New York City:* FREDERIC HUDD, 25 Broadway. (Territory includes Bermuda.) *Cable address, Cantracom.*

**Note.—Bentley's Second Phrase Code is used by Canadian Trade Commissioners**

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# Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

Minister: Hon. H. H. Stevens, M.P.

Deputy Minister: James G. Parmelee

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No. 1500

## TABLE OF CONTENTS

	Page		Page
Mr. Croft's Itinerary . . . . .	681	Summary of the Trade of Canada:	
Application for United Kingdom Duty on Newsprint . . . . .	681	September, 1932 . . . . .	698
Overseas Advertising Should Embody Names of Representatives . . . . .	682	Italian Wheat Crop, 1932 . . . . .	699
Crop Results in England and Wales . . . . .	683	Tobacco Industry in France . . . . .	699
Economic Conditions in Scotland . . . . .	684	Economic Conditions in Peru, Bolivia and Ecuador . . . . .	701
Cuban Lumber Market . . . . .	684	Tariff Changes, etc. . . . .	702
Cyprus as a Market: Points for Exporters . . . . .	688	Foreign Exchange Quotations . . . . .	707
Netherlands Market for Plywood . . . . .	692	Trade Inquiries . . . . .	708
Italian Flour Market . . . . .	694	Proposed Sailings from Canadian Ports . . . . .	708
		Commercial Intelligence Service . . . . .	711

## MR. CROFT'S ITINERARY IN CANADA

Mr. C. M. Croft, Canadian Trade Commissioner in Auckland, is at present on tour in the interests of Canadian trade with New Zealand. His itinerary is as follows:—

Brantford . . . . .	Nov. 2	Winnipeg . . . . .	Nov. 16
Hamilton . . . . .	Nov. 3 and 4	Regina . . . . .	Nov. 17
St. Catharines . . . . .	Nov. 7 and 8	Calgary . . . . .	Nov. 19
Toronto . . . . .	Nov. 9 and 10	Vancouver . . . . .	Nov. 21 to Dec. 6
Ottawa . . . . .	Nov. 11 to 14		

Canadian firms desirous of being brought into touch with Mr. Croft are requested to communicate, for Toronto, Winnipeg, and Vancouver, with the office of the Canadian Manufacturers' Association; for Hamilton and St. Catharines, with the Chamber of Commerce; and for the other cities with the Boards of Trade in the respective centres.

## APPLICATION FOR UNITED KINGDOM DUTY ON NEWSPRINT

Mr. Harrison Watson, Trade Commissioner in London, writes that an application has been made to the Import Duties Advisory Committee for removal of newsprint from the duty-free list existing under the Import Duties Act.



## OVERSEAS ADVERTISING SHOULD EMBODY NAMES OF REPRESENTATIVES

G. R. STEVENS, CANADIAN TRADE COMMISSIONER

Cape Town, September 23, 1932.—Trades papers and commercial periodicals play a large part in introducing new lines of merchandise into South Africa. The principal British, American, and German trade papers are scrutinized on arrival both by importers and by manufacturers' representatives for details of new offerings, and the appearance of such information usually results in the advertiser receiving inquiries concerning his goods, and concerning his proposed selling arrangements.

At present, owing to the "Buy British" campaign, the Imperial Economic Conference, and the exchange situation, Canadian agencies are in demand, and importers and agents are anxious to examine Canadian trade papers. Unfortunately, the majority of advertisers in such periodicals overlook one important essential in preparing their advertising copy. They seldom publish the names of their overseas agents, nor do they state whether they wish to receive applications from such representatives. As a result, the overseas importer does not know whether the advertiser is represented in his territory, and agents do not know whether there is any hope of securing appointments which interest them. In South Africa no reputable agent will apply for an agency which is already placed, and rather than risk such offence, many agents will forgo application when in doubt as to the position of any agency.

The majority of British and German trade papers advertisers supply the necessary information concerning representation in very simple form. If applications from agents are not desired, the advertising copy carries the comment, "Wholesale and Shipping Only," or else appends a list of the territories in which agencies are already established. If such exporters are only represented in a few territories, it is customary to publish the names of the agents in the body of the advertisement. If, on the other hand, only a few territories are open for representation, a statement is included to the effect that applications from agents in these particular territories will be welcomed. If inquiries from agents are not desired under any circumstances, the advertisement carries such advice.

With such information available, both the merchant and the manufacturers' representative know what to do if attracted by any advertisement. There is no waste of correspondence, and interest in subsequent advertising is sustained.

A recent issue of a new Canadian export publication carried forty advertisements. Of this number, eighteen of the advertisers were already represented in South Africa, but only two advertisements carried any notification to this effect. Only one advertisement gave the name of the South African agent. Nineteen firms had no representatives in this market, and gave no clue in their advertisements as to whether they were interested in this or any other territory. Three advertisers at present unrepresented solicited inquiries from all sources.

It is apparent that Canadian advertisers could supply more comprehensive details of their overseas connections, and could indicate more clearly for whom their foreign advertising is intended.

## CROP RESULTS IN ENGLAND AND WALES

HARRISON WATSON, CANADIAN TRADE COMMISSIONER

London, October 13, 1932.—Although some of the views expressed in other quarters are less optimistic, the report issued by the Ministry of Agriculture relative to the condition of the cereal and other crops on October 1 is fairly favourable.

Unfortunately, the almost record weather of August was followed by unsettled conditions, and these prevailed during the greater part of September. This was more especially the case during the first half of September, when frequent rains caused a hindrance to the later stages of the grain harvest. As a result, it has been necessary to revise the estimates issued a month ago—mainly in a downward direction—although the alterations are not serious.

These October 1 figures are not final, and as the conditions prevailing so far in October have been rather unsatisfactory, it is not improbable that further alterations, both as regards yields and the quality of certain commodities, may be necessary.

	1932	1931	Estimated Production 1932	Production 1931
	Acres	Acres	Tons	Tons
Wheat . . . . .	1,288,000	1,197,000	1,088,000	962,000
Barley . . . . .	963,000	1,029,000	746,000	773,000
Oats . . . . .	1,577,000	1,652,000	1,222,000	1,239,000

### CEREALS

According to the report, cereals harvested before the end of August were for the greater part secured under very favourable conditions, and a large proportion was also stacked in good condition. Later harvesting operations, however, were interrupted by frequent rains, and some of the grain was badly weathered and gathered in damp condition, while some complaints of sprouting are reported.

The yield per acre of wheat over England and Wales is now forecast at nearly 17 cwt. per acre, as compared with 16 cwt. in 1931 and the ten-years' average of 17¼ cwt. per acre.

Simultaneously, barley is still estimated at 15½ cwt. per acre, as compared with 15 cwt. in 1931, the ten-years' average being rather more than 15½ cwt.

In the case of oats, the estimate is also 15½ cwt. per acre, compared with 15 cwt. last year, and an average of slightly below 15 cwt. for the ten years.

Beans are expected to yield 16¾ cwt. as against 16½ cwt. in 1931; and peas, 13½ cwt. in comparison with 14 cwt. last year, the ten-years' averages being respectively 16¼ cwt. for beans and 14 cwt. for peas.

### POTATOES

The operation of lifting the main crop was in progress almost everywhere at the end of September. Reports received indicate that the crop is mainly yielding well and that condition and quality are both good. Disease is not unusually prevalent and the final outlook is promising. The yield per acre is estimated at about 6¼ tons, or slightly below the ten-years' average, but nearly three-quarters of a ton heavier than the yield per acre of 1931.

### HAY

As to hay, while aftermaths were generally good, second cuts have not been taken up to any unusual extent owing to the abundance of the first crop. Upon the whole, rather less clover for seed than usual had been harvested at the end of the month.



## ECONOMIC CONDITIONS IN SCOTLAND

G. B. JOHNSON, CANADIAN TRADE COMMISSIONER

Glasgow, October 13, 1932.—A somewhat better sentiment prevails in the Clyde shipbuilding industry through the placing of contracts by the Admiralty for the construction of vessels for the navy. The steel and allied industries will also benefit from these orders. Orders for mercantile tonnage remain scarce, but it is understood that several are pending and may be announced shortly. Up to the beginning of October the output for eight months from all the yards on the Clyde consisted of twenty vessels of about 44,000 tons, as compared with forty-five vessels of 135,000 tons for the corresponding period of 1931.

Business in the Scottish iron and steel industries is still dull, but there are encouraging features in the export business, orders being more regular and inquiries more numerous. There is an undercurrent of quiet optimism in the industry as a whole, through the firmness of continental prices, and a slight improvement in the volume of business. August exports showed a small increase over those for the same month last year, and the production of steel ingots was also slightly better than for the same month the year before, this country sharing with Japan and Russia the distinction of being the only steel-producing countries to show an advance on the figures of 1931. On the whole, the iron and steel business in this country is well sustained, the outlook is more hopeful, and general sentiment is greatly improved.

## CUBAN LUMBER MARKET

E. L. MCCOLL, CANADIAN TRADE COMMISSIONER

Havana, October 3, 1932.—Previous to 1929, Cuba's importation of lumber averaged about 110,000,000 board feet per annum. At the present time the island is suffering intensely from the effects of world depression and the consequent low price of sugar; house construction is almost at a standstill, and railways and other public utilities are faring so badly that no extensions are being made. Only the most urgent repair work is done. Box factories, one of the barometers of industry, are running at less than half their normal production. Lumber yards, which formerly carried from 4,000,000 to 6,000,000 feet, now carry only one-third or one-fourth of that amount, and stocks in smaller yards are practically non-existent.

The decline in the quantities received has not been as great in Havana as in the other ports of the republic, and it has now two-thirds of this decimated trade. In the main only rough lumber and timber are brought in, as there is a high duty on dressed and otherwise partly-manufactured wood.

### SPRUCE

During the fall of 1930 a shipment of 4,000,000 feet of spruce was received from Soviet Russia on consignment for the box-making industry, of which 1,000,000 remains to be sold. This lumber was first offered at \$42 per 1,000, but the price has gradually been reduced to \$25 delivered to customer's yard. The clearance and cartage charges on non-dutiable lumber from ship to yard average \$3 per 1,000, which must be added to a c.i.f. quotation when calculating delivered cost. Only this one Russian shipment has arrived in Cuba. Up to this time box factories consumed considerably over 2,000,000 feet of spruce per annum, the greater part of the business going to Canada. Austrian shippers of spruce, who have been losing the German and Italian market to Russia, have found a small outlet in Cuba. A few lots of this wood of 100,000 feet at a time have

been imported recently from this source, having been bought at prices ranging from \$22 to \$24 c.i.f. Havana. These purchases are said to have been made in sizes some of which were not available from the Russian stock on hand, and also at lower prices. Both the Austrian and Russian spruce are of fair quality and unusually free from knots. Canadian spruce from Eastern Canada is preferred for box-making to that of any other origin, but it is too high in price and has not been imported since the arrival of the Russian shipment referred to above. During the six years up to and including 1930, annual imports of spruce from Canada averaged a little over 2,000,000 board feet. The high and low years were 1925 and 1930, when 4,200,000 and 1,000,000 feet respectively were imported. In 1931 there were no imports of spruce from the Dominion. Imports of spruce from the United States fell from 36,000 board feet in 1929 to 8,000 board feet in 1930.

The annual consumption of 2,000,000 feet of spruce by the box trade has now diminished very considerably. On the other hand, No. 2 short-leaf Southern pine, and gumwood, also used for boxes, have, owing to price and nearness to the source of supply, remained in demand. The percentages of these woods used by the largest box factory in Cuba is yellow pine, short-leaf, No. 2, 50 per cent; Russian spruce, 30 per cent; Austrian spruce, 10 per cent; gumwood, 10 per cent. This company has an excellent trade in wire-bound boxes made of veneer. The amount of wood used is in the ratio of four of yellow pine to one of gum. Some Pacific hemlock has been imported in the past, but at present none is coming in. No. 2 short-leaf yellow pine and European spruce are offering at about the same price. The latter is lighter in weight. An empty soap box containing 12 board feet of air-dry spruce weighs 28 pounds, whereas it would weigh 38 pounds if made of short-leaf pine. To some kinds of stencilling the yellow colour and distinctive grain of Southern pine add to the attractiveness of the branding. Each of these woods has its particular claim for preference.

Box and crate factories enjoy a tariff protection on all containers for domestic transportation of \$1.20 per 100 kilograms, of which American shippers receive a 20 per cent reduction. The tariff is sufficient to prevent any imports. There is, however, no duty collected on shooks for crates or boxes imported for the packing for export of national fruits and vegetables such as grapefruit, avocados, pineapples, tomatoes, egg-plants, peppers, potatoes, and lima beans. These shooks come principally from Georgia, Louisiana, and Florida. Pepper crates 11½ by 14 by 22 inches measurement are quoted at \$14.50 per 100 c.i.f. Havana. Tomato crates containing six small baskets of 4-quart capacity each and one tray are quoted at \$18.75. These crates are 11 by 10½ by 22 inches inside measurement. Without tray and baskets they are \$12.50. Grapefruit crates 12 by 12 by 24 inches are quoted at \$21. Standard bushel crates for potatoes, cucumbers, and onions are 12 by 12 by 15 inches inside measurement. Box shooks imported from the United States during 1930 amounted to 9,734,000 board feet of Southern pine and 1,658,000 board feet of gumwood. Where veneer top or sides are used, gumwood is popular. Crate shooks of other woods imported from the United States during this period totalled 982,000 board feet. Of spruce, however, only 4,000 square feet came in. During 1931, 8,821,000 board feet of Southern pine box shooks out of a total of 10,172,000 exported from the United States were sent to Cuba.

#### WHITE PINE

Up to two years ago Canadian white pine was in strong demand in Cuba for fine mill work, carpenter shops, and furniture factories. Importers were willing to pay from \$90 to \$115 per 1,000 feet. National cedar has now taken its place. When this native wood, which comes from the province of Camaguey, is being offered at an equal price, the demand favours cedar, but as it has gener-



ally been higher in price than Canadian white pine, the latter has been more in demand. When times were normal, fair quantities of sugar pine and redwood from California were also in demand for mill work, but very little, if any, is coming in now. When imported, sizes were 1, 1½, and 2 inches thick, 4 to 12 inches wide, and from 12 to 16 feet in length. White, Western, and sugar pine imported from the United States amounted in 1929 to 499,000 feet, and in 1930 to 267,000 feet. Redwood imported from California declined from 411,000 in 1929 to 257,000 in 1930.

The price of cedar is affected by the price of sugar. The labour costs in cutting and moving this timber are high. When sugar cannot pay adequately for help, labour goes to the cedar camps and the price of cedar falls. Owing to increased production, cedar is selling at from \$60 to \$80 for planks or boards and \$40 per 1,000 in logs placed in retail yards, and has therefore shut out competitive woods from California and Canada. On the other hand, the building trades, and especially the furniture industry, are suffering severely, so that cedar consumption, it is estimated, has fallen from 2,000,000 feet per annum to 600,000, and no important upward movement is anticipated.

#### YELLOW PINE

Yellow pine makes up about 85 per cent of the total imports of all woods into Cuba, including veneers and box shooks. This is the general construction lumber. Short-leaf, which is quoted at present at from \$23.75 to \$24 c.i.f. Havana, is popular with box-makers. No. 1 short-leaf is \$26.50 c.i.f., while long-leaf ranges from \$30 to \$32.50. The prevailing sizes of these woods, excluding box shooks or wood for box shooks, are 1 and 1½ to 4 inches thick by 1 to 12 inches wide and up to 30 feet and sometimes 40 feet in length. There is a strong preference for yellow pine. Its source of supply is near at hand, and consequently yards can keep up their stocks by small parcel shipments. In 1930 and 1931 the United States exported 53,019,000 feet and 35,311,000 feet respectively of Southern pine to Cuba in the form of lumber, sawn timber, box shooks, and logs.

#### DOUGLAS FIR

During the few years immediately preceding 1929 imports of Douglas fir averaged some 8,000,000 board feet, but they have fallen away and have now almost disappeared. Shipments from the United States in 1929 totalled 6,177,000, about one-third of which was dressed. Imports from the United States and Canada during 1931 totalled 1,054,000 and 338,000 board feet respectively. Canada's best year recently was 1928, when 3,056,000 board feet of Douglas fir were sent to Cuba.

#### PLYBOARD AND BUILDING BOARD

A small quantity of plyboard or building board is distributed through the medium of hardware stores, but even this sale may now disappear as the duty on some of these products has been raised by classifying them as cardboard at a general tariff of \$3.50 per 100 kilograms with a 30 per cent preference in favour of the United States. There is practically no sale for bagasse board.

There would be a much greater consumption of lumber in Cuba were it not for the fact that for roofs and floors tile, cement, and brick form the basis of building construction in the chief cities. In Havana the law excludes wooden floors and roofs, and the Cubans have a strong preference for white marble stairs. Consequently glazed tiles are, in the main, used for floors and white slab marble for stairs in the construction of dwellings, while terra-cotta squares laid in a bed of cement cover the roofs.

## GENERAL LUMBER COMPANY

In May, 1930, several of the leading lumber importers of Havana formed themselves into an association called the General Lumber Company. All members took stock in proportion to the average yearly value of their imports for the five years preceding the formation of the association. Each importer pays into the association \$5 per 1,000 feet of lumber imported at the time of purchase. He receives a dividend at the end of the year from the net proceeds of the association proportional to his stock holding. One of the functions of the organization is to furnish credit reports on retail buyers. Every order for lumber placed abroad by an individual member of the association must be submitted to the General Lumber Company for acceptance. This organization then requests the agent of the foreign exporter to ship the required material.

With certain exceptions the agent of the foreign lumber company may sell only to members of the General Lumber Company. If he sells outside the group, he and his company will be removed from the list of sources of supply kept by the association. Among the exceptions are box factories, which may import lumber without any assessment being paid to the association. Bed manufacturers, railway and other large utility companies are among the exceptions, but a levy of \$2 per 1,000 feet of lumber bought must be paid to the association.

## IMPORT DUTIES

Duties on wood coming into Cuba are as follows:—

Undressed Douglas fir, spruce, and pine are free.

Dressed Douglas fir, pine, and gumwood are assessed 75 cents per 100 kilograms, plus 3 per cent of this duty as a public works tax.

Box Shooks.—The duty is \$1.20 per 100 kilograms, plus 3 per cent of this amount as public works tax.

Port charges of 88 cents per 1,000 kilos are additional to the above.

Shippers from the United States receive a 20 per cent preference on the above tariff rates.

## TERMS OF SALE

Under no circumstances should lumber be sent on consignment. Sixty to ninety days after sight are the usual terms to reliable firms, of which there are at least a dozen in Havana. The bill of lading should be sent with two drafts attached. One of these is for freight, insurance, and consular charges, which are payable at sight, while the other is for the remainder of the account at so many days after sight.

A list of importers with the quantity imported by each in 1931 is on file at the Department of Trade and Commerce, Ottawa, and may be obtained by interested Canadian firms (quote file No. 16433).

Before accepting orders, a credit report on the buyer should be obtained.

## IMPORTS INTO HAVANA IN 1931

According to local figures, imports of lumber via the port of Havana in 1931 totalled 39,365,000 board feet, details being as follows: yellow pine, 35,817,000 board feet; gum, 810,000; white pine, 106,000; redwood, 60,000; Douglas fir, 20,000; and veneer, 2,552,000 board feet.

The returns of the Dominion Bureau of Statistics show that Canada sent to Cuba during 1931 623,000 board feet of planks and boards, details being as follows: Douglas fir, 338,000 board feet; hemlock, 247,000; and pine, 38,000 board feet.

The highest exports from Canada to Cuba under this classification in recent years took place in 1925, when 5,790,000 feet were sent. The average for the six years ending and including 1930 was 4,411,000 board feet.



## CYPRUS AS A MARKET\*

YVES LAMONTAGNE, CANADIAN TRADE COMMISSIONER

## Points for Exporters

*Currency.*—The Cyprus £1 is equal to the pound sterling and contains 180 copper piastres (c.p.). Nine c.p. are therefore equal to one shilling.

*Banking.*—The principal bank in Cyprus is the Ottoman Bank, with head offices in Constantinople, London, and Paris. Its head office in the island is in Nicosia. It has branches at Larnaca, Limassol, Famagusta, and Paphos, and, during the summer season, at Troodos.

Other banks include the Bank of Athens, with branches at Limassol and Nicosia; the Bank of Cyprus and the Ionian Bank Limited, with offices at Nicosia and agencies in other towns. The Agricultural Bank, established under the joint auspices of the Government and the Ottoman Bank, works in close connection with the co-operative societies, makes loans to agriculturalists and private individuals.

*Weights and Measures.*—The chief weights and measures of the colony are:—

Capacity	Weight
2½ quarts=1 Cyprus litre	1 oke=400 drams=2½ lb.
4 quarts=1 gallon	1¼ okes=1 Cyprus litre
8 gallons=1 kilé	800 okes=1 long ton
Length	Area
12 inches=1 foot	1 donum=40¼ <sub>121</sub> acre.
2 feet=1 pic	3,025 donums=1 acre
3 feet=1 yard	1,936 donums=1 square mile

*Internal Communications.*—Cyprus is well supplied with roads, of which about 1,000 miles are traversable by automobile. There are over 240 miles of asphalted surface.

There is but a single railway. This is owned and operated by the Government and consists of a light gauge track from the port of Famagusta to Nicosia, the capital, and on to Morphou, a total distance of 76 miles.

Motor mail services are operated daily between the various towns of the island.

*Ports.*—The three main ports of Cyprus are Famagusta, Larnaca, and Limassol. The harbourage at Limassol and Larnaca consists of jetties for small craft, steamers anchoring in open roadsteads. Famagusta, however, presents certain natural advantages which are being made use of and the existing break-water is being extended and the harbour dredged and enlarged so that ships having a length of 420 feet and a draft of 23 feet may be berthed alongside the stone quay.

The value of imports and exports at the three principal ports in the years 1927 and 1931 was as follows:—

	Imports		Exports	
	1927	1931	1927	1931
Famagusta . . . . .	£565,120	£654,925	£246,553	£236,405
Larnaca . . . . .	439,104	365,861	423,497	270,113
Limassol . . . . .	367,909	294,275	522,817	327,859

*Shipping.*—The colony is well served in respect to steamship services with Europe, Egypt, and Syria, but direct connections with Canada are non-existent, while the United States is served irregularly by ships of the American Export Lines.

\* This is the fourth of a series of reports on Cyprus by Mr. Lamontagne. The first, which covered geography, climate, history, population and government, appeared in our issue of October 1; the second, on natural resources and industries, in the issue of October 8; and the third, on foreign trade, in the last issue.

Italy, through the Lloyd Triestino Steamship Company, maintains several regular passenger and cargo routes with the colony. France has the Messageries Maritimes and the Société de Navigation à vapeur Daher operating from Marseilles. The Eastern Mediterranean Express Line also connects Marseilles with Cyprus.

Cyprus is connected with England by steamships of the Prince Line and Moss Line, with fortnightly sailings, and irregular communications through the Ellerman Lines.

The Deutscher Levante and Oriente-Dienst Line connects Cyprus monthly with ports in Germany and Holland, and with Antwerp.

There are also regular direct communications with Greece and Bulgaria.

IMPORT TARIFF

The customs tariff of Cyprus is composed of four schedules:—

- (1) A table of specific duties, which is a list of goods dutiable by weight (usually net), by volume, or by unit.
- (2) A table of ad valorem duties, assessed on the value at the place of shipment or purchase of the goods imported, with the addition of the cost of transport, including insurance, to the port of final discharge.
- (3) Table of exemptions, granted on a considerable number of articles, chiefly machinery and parts, agricultural implements and tools, Government and military stores.
- (4) A table of preferential rates, granted on the following products when consigned from or grown, produced, or manufactured in the British Empire (in the case of manufactures at least 25 per cent of their total value must be the result of Empire labour):—

Goods	Rate
Aircraft and accessories . . . . .	One-fourth of the full rate
Automobiles, motor cycles and parts . . . . .	One-third of the full rate
Cinematograph films; clocks and parts; beer, ale, porter and other malt liquors; sporting ammunition; cotton yarn, thread and piece goods; earthenware; furniture; haberdashery and millinery; leather and leather goods; matches; medicines and drugs; chemicals and dyes; musical instruments and parts; watches and parts; woollen yarn, thread and manufactures; sparkling wines . . . . .	Two-thirds of the full rate
Soaps . . . . .	Seven-twentieths of the full rate
Wines, other than sparkling . . . . .	60 per cent of the full rate
Spirits and liqueurs . . . . .	95 per cent of the full rate
All goods not otherwise specified . . . . .	Five-sixths of the full rate
Refined sugar, molasses and extracts from sugar, and manufactured tobacco . . . . .	Five-sixths of the full rate on such proportion of the goods as corresponds to the proportion of dutiable material of Empire origin used in their manufacture.

Apart from customs duty, imports are subject to a varying scale of wharfage dues, levied on the unit, package, or weight.

There are special regulations governing the importation of fresh fruit, seed potatoes, and a few other products. Store rent is payable per diem on goods deposited in the customs house stores or yards which have not been cleared after the first three days, exclusive of the day of landing, and of Sundays and official holidays.

ENTERING THE MARKET

As is the case with every foreign market, there are five main subjects which exporters must give special attention to if they wish to succeed in developing business in Cyprus, provided that a demand for their products exists and that their prices are competitive. These are: Representation; Quotations; Shipping; Documentation; and Packing.



The following rules may be set forth in this connection:—

- (1) Establish relations with a reliable importer.
- (2) Quote prices which include ocean freight to port of destination (not port of shipment), in a currency which is convenient for the importer, and allow credit if desirable or customary in the export market.
- (3) Supply sufficient literature (and samples if possible) to allow the importer to adequately canvass the trade.
- (4) Ship by the most direct, cheapest, and most satisfactory route.
- (5) Make sure that the documentation accompanying shipment is complete and is forwarded in time to permit clearance of the goods promptly following their arrival at port of destination abroad.
- (6) Pack to ensure protection of goods against all hazards during transportation, and mark or label them distinctly.

The above requirements are dealt with and commented upon for the benefit of exporters under the subsequent separate headings.

#### REPRESENTATION

In Cyprus, and as is generally the case in the Near East, trade is mostly developed through the medium of an agent acting on commission. The majority of these agents are interested in a variety of commodities, while only a few specialize in certain specific lines. Before executing an order or appointing an agent, even for a trial period, exporters should never fail to obtain a report on the financial standing, honesty, and experience of the firm with whom they are in touch. A list of the Cyprus banks, to which exporters may refer in this connection, is given above. Exporters may also apply for a status report on Cyprus firms to the Canadian Trade Commissioner in Cairo, whose territory includes this colony.

The location of the importer's offices and the territory covered are also points to be considered. Nicosia, the capital of Cyprus, is the largest town in the island, and Nicosia district is also the most thickly populated. The leading import houses in Nicosia have branches in the ports of Famagusta, Limassol, and even Larnaca. On the other hand, there are a number of large importers whose head offices are located in the ports, and they also have branches or connections in the other ports and in Nicosia.

#### QUOTATIONS

As it is impossible for the import agents in Cyprus to obtain quotations locally on ocean freight rates to the island from Canadian or American ports, the exporter must always, or at least for initial transactions, state prices which include cost of transportation and insurance to the port of discharge of the goods offered. This implies, preferably, *c.i.f.* quotations.

The currency in which prices are stated is another consideration. The banks in Cyprus do not receive up-to-date information in respect to exchange, and they may supply importers with data which refers to a few days back. The inference is that the local banks will allow themselves a greater margin to protect themselves against losses due to exchange fluctuations, which margin charges will have to be supported by the importer. Quotations in Canadian or American dollars therefore should be avoided unless a definite pound sterling equivalent is determined by the exporter. As the Cyprus £1 is equal to the pound sterling, the latter is the best currency for quoting prices to Cyprus importers, until international exchange again becomes definitely stabilized.

The question of credit may present itself in the case of certain importers who have little capital, and the solution to this question will depend on (1) the

general status of the firm as reported on by a banking institution or otherwise, (2) market conditions, (3) whether credit is usually granted or not, and (4) the value of the order.

Another point which requires to be taken into account is whether the market is governed by price or quality. In Cyprus, as in the Near East generally, where the masses are poor, the demand is chiefly for low-priced goods. This matter of price is also governed by competition, and in this respect Canada has to compete against countries, chiefly those of Europe, which have the advantage of cheaper labour and cheaper freights.

#### LITERATURE AND SAMPLES

In order that the import agent may be able to circularize or otherwise approach buyers, it is essential that he should be properly supplied with advertising literature. It is not sufficient for the exporter therefore to supply but one catalogue or price list; at least two or three should be forwarded by the exporter, and preferably more.

The same remarks apply as regards samples, when their value is small. In the case of large articles, the value of which is appreciable, a sample should be forwarded only in the shape of a trial order, or with the consent of the importer and on the understanding that it is to be purchased by him or disposed of at a certain price.

#### SHIPPING ROUTES

Cyprus being a price market, it is essential that attention should be paid to all the factors which influence the landed price of the goods shipped to that country. One of these factors is the cost of ocean freight. Canada is rather handicapped in that respect, whereas competing European countries, which are closer to Cyprus, possess a number of direct and cheap steamship services with the island. A list of the colony's steamship services is given under a preceding section.

Exporters should not be satisfied with obtaining ocean freight quotations from one steamship company only, but should secure rates on several lines, in order to ship eventually by the cheapest route. Transshipment should, if possible, be avoided, and efforts made to ship direct.

#### DOCUMENTATION

Every invoice and freight account presented to the Cyprus Customs in respect to goods to be cleared for consumption or for placing in bond must bear the signature and stamp (rubber) of the firm or individual sending such goods, or delivery thereof will be refused. Invoices should be in triplicate, two to be retained by the Customs and one for the importer.

A combined certificate of value and origin, prepared and signed by the manufacturer or supplier, is required in the case of goods the product or manufacture of the Empire, for the granting of preferential rates. This combined certificate may be typed on the back of the invoice.

In the case of Canadian products which have been transhipped en route, or have been shipped from a United States port after overland transit from Canada, the importer at the time of making entry is required to produce the through bill of lading or railway consignment note from Canada in support of the certificate of origin. Where a through bill of lading or consignment note is not available, the local bill of lading or consignment note from the original point of origin and certificate of arrival or landing at, and exportation from the port of transshipment, will be required. Such transit certificates are to be signed by the proper customs officer at the port of transshipment and visaed by a British



Consul when transshipment is effected in the United States or in a country outside the British Empire.

In the case of refined sugar, molasses, extracts from sugar, and manufactured tobacco, for which preferential rate of duty is claimed, such goods must be accompanied by a special certificate, a specimen of which may be obtained from the Department of Trade and Commerce in Ottawa.

Shipments of fresh fruit and vegetables, including seed potatoes, must be accompanied by certificates of health in the form specified under Cyprus regulations.

Care should be taken to forward all shipping documents without delay so as to allow of prompt clearance of the goods by the importer.

#### PACKING AND MARKING

Packing for Cyprus need not differ from that required for other export markets unless the importer demands a particular type or weight. For shipments made during the summer months some consideration may have to be given to the fact that it is very hot in the Cyprus ports.

The importation of merchandise packed in hay, straw, or other fodders is prohibited, unless accompanied by a certificate from a veterinary inspector to a local authority in Canada that (a) such hay or fodder has been grown and stored and the merchandise packed in a district not infected with foot and mouth disease, or (b) that the packing has been thoroughly disinfected.

There are no specific marking regulations for the colony, but the importer might desire a special mark on the packing.

### NETHERLANDS MARKET FOR PLYWOOD

J. C. MACGILLIVRAY, CANADIAN TRADE COMMISSIONER

[NOTE.—One metric ton equals 2,205 pounds; one florin equals \$0.402 Canadian at par]

Rotterdam, September 29, 1932.—A review of the plywood trade of the Netherlands during the past ten years shows a steady increase in consumption, which was broken only in 1930 when there was a small temporary setback in the volume of imports. Despite general falling prices, the average value of imports has during recent years tended to increase, the figure in 1931 having been 4,410 fl. (\$1,764) per metric ton in comparison with 3,460 fl. (\$1,384) in 1930; 3,160 fl. (\$1,264) in 1929, and 3,380 fl. (\$1,352) in 1928.

#### TREND OF IMPORTS

Ten years ago Germany was the principal supplying country, but more recently Finland and Poland have been well at the head of the list with the former leading. Russia and Latvia are also securing an increased share of the trade.

Imports from all sources during the years 1927 to 1931 inclusive were as follows. Quantities are given in metric tons (2,205 pounds) and values in thousands of guilders (\$400 at par):—

#### *Imports of Plywood into the Netherlands*

Year	Metric Tons	1,000 Fl.
1927 . . . . .	9,340	2,652
1928 . . . . .	11,935	3,529
1929 . . . . .	15,428	4,815
1930 . . . . .	14,928	4,311
1931 . . . . .	15,859	3,593

Prior to 1931 all classes of plywood were included under one general heading in the Netherlands trade statistics. A differentiation was then made, however, and the commodity is now divided into four classes according to the kinds of wood used. Particulars of imports under these headings for 1931 and the first eight months of 1932 are subjoined:—

Principal Countries of Origin	1931		Jan.-Aug., 1932	
	M. Tons	1,000 Fl. (\$400 at par)	M. Tons	1,000 Fl. (\$400 at par)
<b>Plywood made of Tropical Hardwoods—</b>				
Total.. . . . .	916	399	617	231
Germany.. . . . .	638	280	399	154
Belgium.. . . . .	97	42	43	21
France.. . . . .	177	74	113	41
<b>Plywood made of Alder and Birchwood—</b>				
Total.. . . . .	12,941	2,376	8,421	1,192
Germany.. . . . .	824	218	424	98
Belgium.. . . . .	1,125	170	.....	.....
Europ. Russia.. . . . .	1,501	240	948	98
Poland, Danzig.. . . . .	2,851	533	2,171	311
Finland.. . . . .	3,915	711	2,376	352
Latvia.. . . . .	2,004	396	1,394	195
Esthonia.. . . . .	533	88	.....	.....
<b>Plywood made of Oakwood—</b>				
Total.. . . . .	891	452	498	208
Germany.. . . . .	320	150	117	47
Belgium.. . . . .	306	195	155	91
France.. . . . .	46	33	.....	.....
Poland, Danzig.. . . . .	118	31	170	46
<b>Plywood made of other Woods, including Cottonwood—</b>				
Total.. . . . .	1,111	366	1,060	248
Germany.. . . . .	106	54	77	27
Belgium.. . . . .	82	31	30	14
Great Britain.. . . . .	125	75	54	25
United States.. . . . .	709	169	785	146
Canada.. . . . .	.....	.....	47	9

PRESENT SELLING PRICES

As indicated in the preceding table, Finland and Poland are the two principal sources of plywood imported into Holland. The Finnish product is for the most part manufactured from birch; it is sold in square metres. Present approximate prices of the dry-glued type are as follows: thickness 5 millimetres ( $\frac{3}{16}$  inch), A grade, 0.72 fl. (29 cents Canadian at par); B grade, 0.56 fl. (22½ cents); and BB grade, 0.39 fl. (15 cents).

Polish plywood is largely manufactured from alder and is sold by the cubic metre at the following prices:—

	B Grade	BB Grade
Wet glued, medium sizes.. . . . .	77.50 fl.	62.50 fl.
	\$31 Can.	\$25 Can.
Dry glued, medium sizes.. . . . .	102.50 fl.	87.50 fl.
	\$41 Can.	\$35 Can.

The preceding quotations are net for the importer and may be regarded as the average import prices for plywood at the present time. Terms vary, depending on the shipper. Prices of Russian plywood are lower and terms more elastic, while in the case of the Baltic states, particularly Latvia, quotations are reported to be higher.

Retail prices, obtained from dealers in this city, are as follows:—

Alder plywood of a thickness of 3 millimetres, 154 centimetres long and 124 centimetres wide, is sold at 0.50 fl. (20 cents Canadian) per sheet. Sheets of the same length and width with a thickness of 4 millimetres cost 0.70 fl. (28 cents Canadian), and with a thickness of 5 millimetres 0.80 fl. (32 cents Canadian).

Oak plywood is sold principally in sheets of one square metre with a thickness of 4 millimetres. The retail price is 1.35 fl. (54 cents Canadian) per sheet.



Birch plywood in sheets of 152 centimetres long and 122 centimetres wide, with a thickness of 4 millimetres, is retailed at 0.55 fl. (22 cents Canadian) per sheet.

#### DOMESTIC PRODUCTION OF PLYWOOD

Plywood is manufactured in the Netherlands, and while there are no figures available as to output, it is reported under normal circumstances to average between 8,000 and 10,000 metric tons per annum. Of the total, about 80 per cent is turned out by one large factory in Eindhoven, the raw material principally used being gaboon mahogany. Most of the remaining 20 per cent is said to be manufactured by a firm in The Hague.

Owing to present unfavourable business conditions, coupled with increasing imports, the Eindhoven factory was recently forced to suspend operations, although substantial stocks on hand will be sufficient to take care of current business.

#### PLYWOOD EXPORTS

Part of the domestic plywood production is exported. In 1930 the total shipments amounted to 2,244 metric tons with a value of 1,109,000 fl. (\$443,600). In 1931 the figures were 2,178 metric tons and 947,000 fl. (\$378,800) respectively. Of the latter figures over 90 per cent was represented by plywood manufactured from gaboon mahogany. Information relative to the destination of export shipments of plywood is not published.

#### IMPORT DUTY

Plywood made in certain sizes pays a duty of 6 per cent ad valorem when imported into the Netherlands; in other cases it is admitted duty free. There are no preferential rates, the same treatment being applicable to the products of all countries.

#### DEVELOPMENT OF CANADIAN TRADE

Imports of Canadian-made plywood into the Netherlands have been so small and infrequent as to be almost negligible. In the ordinary lines Dominion producers would at the present time find it difficult to meet European price competition. Attempts have been made to introduce cottonwood panels, but these were not well received by the trade, their softness being considered a defect.

On the other hand, Douglas fir plywood is favoured for certain high-class work, and there is a fair demand for it. Shipments have been coming in from the United States, with small quantities from Canada. There is a market for additional supplies, and exporters who are in a position to submit quotations should communicate with the office of the Canadian Trade Commissioner in Rotterdam, Holland.

### ITALIAN FLOUR MARKET

#### A. B. MUDDIMAN, CANADIAN TRADE COMMISSIONER

Milan, October 1, 1932.—While Canadian flours in Italy are well known at the ports, in the interior they are not so well known. In this regard the propaganda work conducted by the Laboratory of the Board of Grain Commissioners at the International Bread Making Conference and Exhibition at Bologna in July this year was useful in bringing the composition of Canadian flour to the attention of inland bakers.

The improvement effected in bread baked from Italian flour blended with 25 and 50 per cent Canadian flour was very striking. The bread was baked daily at the exhibition under strictly commercial conditions, and the exhibit was most useful.

No restrictive measure controls the importation of flour into Italy, but there are regulations regarding the mixing of flour. If flour of a low grade is mixed with flour of a superior grade, it must be sold under the name of the lower grade.

TYPES OF FLOUR

The main fact to be remembered is that Law No. 368 of March 17, 1932, establishes four types of flour in Italy, as shown in the following table:—

Type	Moisture Content	Ash Maximum Percentage	Cellulose Maximum Percentage	Dry Gluten Minimum
Tipo 00 . . . . .	14	0.45	....	7
Tipo 0 . . . . .	14	0.60	0.15	9
Tipo 1 . . . . .	14	0.80*	0.30	10
Tipo 2 . . . . .	14	0.95*	0.50	10

\* The ash content of types 1 and 2 must not contain more than 0.3 per cent of elements that are insoluble in chloridic acid.

REGULATIONS REGARDING SALE

The regulations prohibit the sale of flour that has been treated with physical or chemical agents which bleach or in any way alter the natural colour of flour or change its composition. Law No. 5849 of December 22, 1888, prohibits the sale of imported flour containing foreign substances. These substances are alum, copper sulphate, zinc sulphate, chalk, gypsum, talc, etc. The sale of flour that has been in any way adulterated with extraneous powders is also forbidden. This, however, does not apply to the small packages of confectionery and cake flours. This class of goods is classified for customs purposes under the heading "Starches and Flour Specially Prepared" and pays a higher duty. The duty on these prepared flours in small packages is 382 lire per quintal, plus 15 per cent ad valorem.

In the sale of imported flour no certificates of analysis of quality are demanded, but, inasmuch as the law prescribes that imported flours must conform to the same regulations that control the sale of the domestic product, flour coming from abroad can be subjected to an analysis and inspection should doubts as to quality, condition, etc., arise. Deteriorated flour which arrives in this country can be destroyed or refused entry. The sale of flour is forbidden if it contains fermentation, souring, or animal and vegetable parasites.

There are no regulations regarding the size of the sacks. As a rule, sacks of imported flour weigh about 140 pounds or 63.5 kilos. It is not necessary to mark the quantity on the sack, but it is better to do so. The Italian law also prescribes that the flour be kept in sealed sacks, bearing a label indicating the name of the mill and the type of the flour.

MILLING OF CANADIAN WHEAT

Manitoba No. 2 is the principal Canadian wheat ground in Italian mills, and 100 per cent Manitoba flour is made as well as 40 to 50 per cent Manitoba blended with domestic wheat. The Italian milling of Manitoba wheat in imitation of Canadian-milled Manitoba is a factor which Canadian exporters must bear in mind. Large Italian mills, such as the Molini Alta Italia, manufacture very much after the Canadian fashion—i.e. 100 per cent Manitoba—packed in the same manner as the flour received from Canada—for example, "Spiga d'Oro," a well-known brand, which sells at around 170 lire per 100 kilograms.

One of the reasons assigned to the increased Italian milling of 100 per cent Manitoba is the spread between the cost of Canadian wheat landed at Genoa and Canadian flour landed at the same port. Another reason why Italians prefer milling in Italy Manitoba wheat is the obvious factor that the mill-feed is



wanted. It is important to remember in this connection that the price of bread in Italy is fixed by the Government, and that an increase in the price of flour is therefore vital, as the price of bread does not change in regard to the rise or fall of flour in the world market.

#### GRADE NAMES AND PRICES

It is unfortunate that the names for the various grades of Canadian flour, such as "fancy patent," "strong baker's," and "straight grades," are not known here as applied to their own flours. Indeed, it has been found that they are not even known by some of the leading importers in regard to the Canadian flours imported. Generally, the importer only knows that the grade of flour he imports from Canada is neither the highest nor the lowest, but the medium quality. On this account it has been found impossible to make adequate comparison between the price of the local wheats and local flours with those of Canadian, but as Canadian millers will be well aware of the types they are exporting to Italy, they can draw some conclusion from the following facts:—

The Italian "Spiga d'Oro" is probably not such a fine quality as the Canadian milled flour.

The price of Canadian flour, delivery free customer's warehouse—duty paid—is between 186 lire and 188 lire per 100 kilograms. The price of the best Italian flours made of Piedmontese wheat, not blended with foreign, is from 140 to 160 lire per 100 kilograms. No Italian flour contains more than 11 per cent gluten.

The duty on imported flour has been frequently raised, and works out at present to about 112.30 lire per 100 kilograms of flour and 70 centesimi for the bag.

#### RUSSIAN COMPETITION

Russian flour is now a keen competitor of Canadian, particularly the "Blue Label" brand, which is from 20 to 25 lire per 100 kilograms lower than Canadian flour. The importation of Russian flour seems to be on the increase. The best brand of Russian hard wheat flour, the "Blue Label," costs 5 lire per 100 kilograms less than the Italian-milled 100 per cent Manitoba wheat flour. The Russian "Green Label" and "Red Label" brands, also hard wheat flours, cost much less; their protein content, however, is much lower than that of the "Blue Label" brand.

An importer has furnished this office with the following analysis of Russian wheat from the Volga, used in these different brands of Russian flour:—

	Blue	Red	Green
Moisture content . . . . .	14.02	14.00	14.00
Ash content . . . . .	0.450	0.513	0.643
Protein content . . . . .	15.75	15.18	17.06
Dry gluten . . . . .	14.37	14.53	16.40
Wet gluten . . . . .	46.95	46.75	54.05
Colour . . . . .	light yellow	light yellow	light yellow
Tension . . . . .	good	good	good
Elasticity . . . . .	very good	very good	very good

It should be stated that the importer in question considers the analysis as rather favourable than otherwise to the flour. Canadian mills can also produce cheap flour in the lowest grades, such as Nos. 4, 5, and 6, which still remain of a high protein content, and might be competitive to these Russian brands.

#### SELLING TERMS

It is stated that one of the principal reasons why imports of Canadian flour had diminished in Italy was because it is sold c.i.f. port of destination. Firms in the interior of the country, such as in Milan, Turin, and Bologna, do not care

to accept such terms. They want flour to be quoted for goods not only laid down in their city but also in their warehouse, duty included, as this relieves them, the buyers, of all responsibility in the matter.

Credit terms have been cited as another possible factor in decreasing sales. Canadian mills, it is stated, are only selling c.i.f. Italian ports, payment against documents, while in Italy, in the interior, the minimum credit demanded is thirty days after arrival of the flour. Several wholesalers who have imported Canadian flour have granted credit terms of 90 to 120 days, but unfortunately as a rule the wholesaler in Italy only sells flour in small lots, which creates petty credit troubles.

Canadian flour is used mainly in Italy for blending with local flours for local consumption. Very little Canadian flour is used for export blends. The Italian mills only send B.3, a soft domestic flour, to Africa, at from 35 to 37 lire per 100 kilograms.

PROSPECTS FOR COMING SEASON

With regard to prospects for the coming season, one agent of a Canadian mill stated that the domestic millers are doing their best to export B.3 and B Extra flours, so as to have the right to import and grind the equivalent amount of Manitoba wheat. This concession was granted them even when the wheat mixing law had reduced the quantities of foreign wheat to be milled to very small percentages, provided that they can prove they have exported the same amount of domestic flour as the quantity of Manitoba they wish to mill. This factor makes competition very keen.

For the first six months of this year, imports of Canadian flour into Italy were 9,340 quintals (14,709 sacks). During the same period imports from other sources of supply were as follows: United States, 18,474 quintals (29,093 sacks); Roumania, 12,299 quintals (19,368 sacks); Russia, 10,194 quintals (16,053 sacks); Bulgaria, 6,931 quintals (10,915 sacks); Hungary, 3,821 quintals (6,017 sacks); and France, 148 quintals (233 sacks).

IMPORT DUTIES

A résumé of the Italian duties on the various items which appertain to flour is given below:—

Italian Tariff No.	Description of Goods	Italian Duty Per 100 Kg.		Per 100 Lb. \$
		Lire	\$	
49	Starches, flour and feculæ, flavoured, coloured, sweetened, "destrinizzati" or otherwise prepared, or even simply made up in small containers or packages of any kind, for alimentary use, per 100 kg...	382.00	20.09	9.13
70a	Wheat flour	112.35	5.91	2.68
71	Semolina	130.10	6.84	3.10
72	Wheaten pastes in retail packets	131.95	6.94	3.15

The above are the general tariff rates, as these items do not come under the conventional tariff. The conversions from lire into dollars have been made at parity—that is, \$0.0526 to the lira. The only item that is subject to the 15 per cent ad valorem, as stated above, is Item 49 covering special flours and starches, etc. None of the other items is subject to the 15 per cent ad valorem.



SUMMARY OF THE TRADE OF CANADA: MONTH, SIX MONTHS, AND TWELVE MONTHS ENDING SEPTEMBER, 1932  
(Compiled by External Trade Branch, Dominion Bureau of Statistics)

Main Groups	Month of September, 1932				Six Months ending September, 1932				Twelve Months ending September, 1932			
	Total Imports	From United Kingdom	From United States	From United States	Total Imports	From United Kingdom	From United States	From United States	Total Imports	From United Kingdom	From United States	From United States
	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
<i>Imports for consumption</i>												
Agricultural and Vegetable Products.....	6,814,204	1,311,238	2,192,449	44,775,122	6,927,423	16,777,838	105,574,142	22,963,932	36,087,431			
Animals and Animal Products.....	1,265,283	232,999	6,777,889	8,308,257	1,110,880	4,673,160	18,282,837	2,448,546	10,086,923			
Fibres, Textiles and Textile Products.....	4,985,313	2,085,222	1,812,245	10,859,856	12,439,064	11,024,158	70,930,038	27,151,640	26,039,661			
Wood, Wood Products and Paper.....	1,753,706	1,249,178	2,994,178	33,456,138	1,810,927	7,841,685	25,135,448	3,475,303	19,284,971			
Iron and its Products.....	4,233,210	1,051,685	2,994,753	33,456,138	6,653,594	25,136,612	73,178,004	12,647,059	57,026,909			
Non-Ferrous Metals and their Products.....	1,465,906	365,127	1,018,888	9,916,270	1,711,285	7,267,400	25,188,113	3,461,240	19,749,248			
Non-Metallic Minerals and their Products.....	8,501,280	1,251,464	6,084,155	51,283,906	7,681,165	35,472,267	99,335,779	11,397,475	73,778,821			
Chemicals and Allied Products.....	2,356,273	292,284	1,463,507	14,180,070	2,219,266	8,640,004	28,565,937	4,330,022	17,950,816			
Miscellaneous Commodities.....	3,168,864	590,013	2,102,369	17,882,382	2,737,620	12,492,791	35,731,554	5,958,017	24,430,881			
Totals, 1932.....	34,504,129	7,515,004	19,545,673	221,640,675	43,241,229	199,325,915	481,922,824	93,823,234	284,425,658			
Totals, 1931.....	45,379,099	8,065,810	27,167,679	318,221,727	55,789,774	196,587,032	709,866,355	125,512,524	446,078,522			
1930.....	87,900,201	14,648,168	55,277,986	514,848,067	79,774,642	334,915,528	1,102,828,180	170,793,765	726,468,414			
<i>Exports (Canadian Produce)</i>												
Agricultural and Vegetable Products.....	20,382,037	13,495,383	216,634	94,082,088	48,069,577	1,796,781	199,875,548	100,769,735	7,214,589			
Animals and Animal Products.....	4,645,413	2,711,319	1,134,390	27,217,234	15,793,322	7,095,082	61,739,076	31,414,108	17,640,004			
Fibres, Textiles and Textile Products.....	4,421,588	87,514	55,113	2,773,343	719,251	7,037,785	5,010,986	1,352,401	1,128,819			
Wood, Wood Products and Paper.....	9,301,915	1,108,287	7,053,632	64,808,873	6,527,924	50,789,284	147,204,999	12,676,556	115,839,591			
Iron and its Products.....	1,504,815	428,798	8,243,932	8,545,525	2,910,766	1,072,595	14,545,433	4,801,770	2,255,974			
Non-Ferrous Metals and their Products.....	3,285,598	1,140,409	1,074,915	20,827,768	6,081,217	8,446,384	53,965,578	14,945,566	24,579,477			
Non-Metallic Minerals and their Products.....	787,851	1,73,282	1,420,175	4,493,526	452,339	2,678,663	10,661,496	938,783	6,280,820			
Chemicals and Allied Products.....	810,175	223,644	241,361	5,737,196	1,560,904	2,324,232	10,818,791	3,120,565	4,219,689			
Miscellaneous Commodities.....	951,373	221,781	608,542	5,737,316	1,748,984	2,882,213	11,188,766	2,959,592	6,130,791			
Totals, 1932.....	42,186,815	19,492,417	11,048,735	234,182,869	83,854,284	77,789,019	515,010,273	172,979,056	185,289,754			
Totals, 1931.....	48,091,385	15,187,844	21,487,342	295,516,898	84,918,953	127,685,939	661,807,827	182,655,431	284,060,504			
1930.....	81,046,227	27,947,056	30,265,189	483,451,938	121,510,021	193,285,998	982,098,644	264,043,056	446,091,346			
<i>Exports (Foreign Produce)</i>												
Totals, 1932.....	477,980	30,200	378,416	3,772,514	470,287	2,917,216	9,227,957	1,027,259	7,305,626			
Totals, 1931.....	917,401	38,614	779,684	5,765,772	362,127	4,775,780	13,286,300	1,135,136	10,676,884			
1930.....	1,144,047	45,005	981,819	9,794,853	667,796	8,361,387	21,469,632	1,381,641	18,505,697			
<i>Excess of Imports (i) or All Exports (e)</i>												
1932.....	(e) 8,160,675	(e) 12,007,613	(i) 8,108,222	(e) 16,314,708	(e) 41,083,342	(i) 48,619,680	(e) 42,315,378	(e) 80,183,081	(i) 91,830,278			
1931.....	(e) 4,529,887	(e) 7,160,448	(i) 4,900,653	(e) 16,939,057	(e) 29,491,306	(i) 64,125,313	(i) 34,892,428	(e) 58,278,043	(i) 151,341,164			
1930.....	(e) 3,709,927	(e) 13,348,893	(i) 24,080,978	(e) 71,631,276	(e) 42,403,175	(i) 133,268,143	(i) 99,259,904	(e) 94,630,932	(i) 261,871,371			

## ITALIAN WHEAT CROP, 1932

A. B. MUDDIMAN, CANADIAN TRADE COMMISSIONER

[One quintal equals 220 pounds; one metric ton equals 36.733 bushels]

Milan, October 5, 1932.—According to an official announcement, the 1932 Italian wheat harvest amounts to 75,150,000 quintals, or about 276,048,495 bushels. This constitutes a record crop, and is in excess of the original estimate of 72,000,000 quintals, or 264,467,600 bushels (see *Commercial Intelligence Journal* No. 1496 (October 1, 1932), page 548).

It is expected, however, that the flour yield from this year's wheat will be about 3 per cent less than that of last year. The specific weight of the 1932 crop is reported to be less by three or four kilograms than that of 1931. The inferior quality wheats, the so-called "grani mercantili," are from seven to eight kilograms less in specific weight than those of the previous year's harvest.

In view of the large crop this year and the fact that the Italian requirements for wheat are estimated to be 85,000,000 quintals annually, it is expected that importations will not exceed 36,733,000 bushels in 1932.

Imports of wheat into Italy during the season 1931-32 totalled 995,397 quintals (36,563,918 bushels), a decrease of 45,072,296 bushels or 55.02 per cent from the figures for the previous season.

The largest decrease was in shipments from the Danube districts, which fell by 107,843 quintals (3,961,396 bushels) from 140,539 metric tons (5,162,418 bushels) in 1930-31 to 32,696 metric tons (1,201,022 bushels), a decline of 76.73 per cent. Notable decreases are also shown in importations from North America, which amounted to 259,815 metric tons (9,543,784 bushels) in 1931-32, as against 911,116 metric tons (33,468,024 bushels) in 1930-31, a decrease of 651,301 metric tons (23,924,240 bushels) or 71.48 per cent; and in Russian supplies, which decreased by 459,444 metric tons (16,876,766 bushels), or 71.17 per cent, from 645,623 metric tons (23,715,669 bushels) in 1930-31. Imports of Australian wheat into Italy fell from 332,922 metric tons (12,229,233 bushels) in 1930-31 to 221,218 metric tons (8,126,000 bushels) in 1931-32, a decrease of 111,704 metric tons (4,103,223 bushels).

The only increases were in the general total of importations from "other countries" to the extent of 73 per cent, and in imports of wheat from South America, which rose from 188,568 metric tons (6,926,668 bushels) in 1930-31 to 280,088 metric tons (10,288,472 bushels) in 1931-32, an increase of 91,520 metric tons (3,361,804 bushels), or 48 per cent.

The decrease in importations of wheat is partly attributable to the fact that vegetables such as potatoes and greens, as well as maize flour products, which are very cheap during the grain season, are preferred by consumers, especially those in the rural districts, to grain and grain products such as bread and macaroni types of pastes.

## TOBACCO INDUSTRY IN FRANCE

HERCULE BARRÉ, CANADIAN TRADE COMMISSIONER

Paris, September 29, 1932.—The manufacture and sale of tobacco, cigars, and cigarettes in France is a State monopoly. There are no private factories, and imported tobacco under any form can only be sold to the Government for its factories or for distribution to the public.

### PRODUCTION AND SALE

There are about 45,000 private growers in France cultivating tobacco under Government supervision. The area under cultivation represents about 42,000 acres and the annual production averages around 590,530 cwt.



The whole of the crop is purchased by the Government at a price fixed annually and which varies according to the variety, length of leaf, and quality of the tobacco. Prices paid usually range from 4½ cents to 12 cents per pound.

There are twenty-two State-owned and operated factories with a total annual output of 930,000 cwt. Tobacco is on sale to the public in 46,000 licensed shops and stands. The proprietors are appointed by the Government and selected from persons considered deserving of assistance such as retired Government officials, and army and navy officers, or their widows. In most cases the actual appointees entrust a manager with the operation of the business, granting him a commission on profits. The retail price of French smoking tobacco and cigarettes ranges from \$2 per pound. The price of foreign cigarettes and tobacco is very much higher. "Chesterfield," "Lucky Strike," and "Camel" cigarettes sell at 6.60 francs per package of twenty. Among English cigarettes, "Capstan Navy Cut" and "Craven A" retail at 8.40 francs per package of twenty. Pipe tobacco such as "Capstan Navy Cut" and Players' "Navy Mix-ture" retail at 14 francs per tin of 50 grams.

The total sales of tobacco in all forms were valued at 4,507,944,124 francs in 1931.

#### CONSUMPTION AND IMPORTS

Total annual consumption of tobacco in France amounts to about 1,000,000 cwt., and as the local production is not sufficient to meet this demand large quantities of foreign tobaccos are imported under its various forms. The following table shows total imports and the various sources of supply in 1930 and 1931:—

#### Leaf Tobacco

Imported from	1931 Cwt.	1930 Cwt.
United States . . . . .	306,000	644,600
Algeria . . . . .	121,750	172,285
Hungary . . . . .	112,410	38,585
Holland . . . . .	81,985	74,010
Germany . . . . .	63,355	76,400
Dutch Indies . . . . .	57,070	82,185
Madagascar . . . . .	48,225	36,660
Dominica . . . . .	47,565	37,670
Bulgaria . . . . .	21,250	43,400
Philippine Islands . . . . .	20,500	54,690
Brazil . . . . .	4,075	21,900
Other countries . . . . .	114,740	103,200
Total leaf tobacco . . . . .	998,925	1,385,585
Value . . . . . Can. \$	12,805,460	17,755,800

#### Cigarettes

Great Britain . . . . .	6,230	5,600
Belgium . . . . .	9,165	7,260
United States . . . . .	16,510	15,435
Other countries . . . . .	8,360	8,110
Total cigarettes . . . . .	40,265	36,405
Value . . . . . Can. \$	5,105,140	4,638,600

#### Cigars

	Units	Units
Germany . . . . .	37,822,500	28,197,100
Italy . . . . .	11,207,000	9,513,500
Philippine Islands . . . . .	1,584,300	2,788,300
Cuba . . . . .	2,529,900	4,687,000
Other countries . . . . .	9,379,500	2,447,600
Total cigars . . . . .	62,523,200	47,633,500
Value . . . . . Can. \$	2,451,920	1,868,000
Snuff, plugs, etc. . . . . Cwt.	2,980	3,055
Value . . . . . Can. \$	227,570	245,410

A small proportion of the French production of tobacco under various forms is exported.

#### IMPORT REGULATIONS

Tobacco under any form can be imported into France only by the French Government, to whom application must be made before the goods are entered. The procedure to be followed in order to gain entrance into the market, whether the tobacco is in the form of leaf tobacco, cigarettes, manufactured tobacco, or cigars, may be obtained by interested Canadian manufacturers on application to the Department of Trade and Commerce, Ottawa (quoting file No. 26684).

## ECONOMIC CONDITIONS IN PERU, BOLIVIA, AND ECUADOR

C. S. BISSETT, CANADIAN TRADE COMMISSIONER

### Peru

Lima, September 30, 1932.—A further contraction of both exports and imports occurred in Peruvian trade for the first half of 1932. This constituted a fairly large percentage decrease as compared to the same period of last year. During the past three months this tendency persisted, particularly in the volume of imports, and the bottom does not by any means appear to have yet been reached. For the first six months of 1932 the exports amounted to S/67,019,522 as compared to S/105,507,632 in the same period of 1931, a decrease of 36 per cent. Respectively the imports amounted to S/36,708,260 and S/50,789,133, a decrease of 29 per cent. June, the last recorded month, showed a sharp rise in imports over May and over June last year, but this was due solely to the depreciated value of the Peruvian sol, which broke on May 14 from S/3.60 per dollar to around S/5 per dollar. It now stands at about S/5.30 per dollar, with the prospect of further depreciation. Collections are still slow, and this depreciation makes it more difficult to collect outstanding accounts in foreign currency. The main Peruvian crops have already been marketed, and the supply of foreign currency is now small, conducing to further depreciation of the sol and contraction of imports. A proposal has been tabled in Congress that the question of control of exchange be studied with a view to preventing a further decrease in the value of Peruvian currency. An addition to the Law of Mortgage Loans has been accepted by Congress whereby payment of contracts entered into in foreign currency before the date when Peru abandoned the gold standard, May 14, 1932, cannot be enforced in terms of such currency. Creditors are empowered to collect, but can do so only in Peruvian currency at the rate of exchange prevailing when the contract was entered into. Bills of exchange, promissory notes and drafts drawn on foreign countries are exempt from this law. However, an appeal has been entered against the passage of this law, and it has not yet been promulgated.

### Bolivia

A further decline was registered in Bolivian tin exports for the first half of the present year, the decrease in tonnage being over 20 per cent. Due to continued lack of demand, the Bolivian quota has again been cut down for the last half of this year, and as tin accounted for about 84 per cent of the total Bolivian exports in 1931, it will be apparent that no improvement in purchasing power can be expected in that territory for many months to come. The total imports in 1931 were only slightly more than half of the 1930 total, and for the first half of 1932 the decrease was at least 40 per cent as compared to the same period in 1931. The bottom of the depression has not yet been reached, and there can be nothing but continued and progressive curtailment of foreign



purchases until there is increased demand for and prices of Bolivia's export metals. The sale of drafts in foreign currency is rigidly controlled, and some commodities which previously were permitted to be paid for, on importation by foreign drafts, no longer are accorded that privilege. Examples are wines and liquors of all kinds, and wheat flour except in two or three mentioned districts in the hinterland. The amount of foreign exchange available has continued to decrease, and at the end of August the Exchange Control Commission reduced the proportion of the total previously allotted for imports.

### Ecuador

The revolution just concluded in Quito disturbed considerably the commercial life of the country. The situation at present, however, appears to be quiet. The imports for the first six months of 1932 decreased to Su.11,255,010 as compared to Su.25,375,336 in the same period of 1931, or a decrease of over 55 per cent. Exports held up much better, decreasing only from Su.29,978,778 to Su.24,733,305, or a decrease of 17 per cent. If, however, the decrease of 20 per cent in the value of the sucre is considered, the true diminution was 34 per cent. Cacao deliveries up to July 31 were 259,344 quintals (101 pounds), showing an increase over 1931 of 37,691 quintals to date. The gold reserve of the Central Bank increased slightly during July, and the reserve of foreign currency was then considered sufficient for the needs of the country. The peak of the delivery period for the principal Ecuadorean crops, however, is July, and fairly heavy reserves of foreign bills are necessary to finance the country until the next crop season. It is doubtful whether there is sufficient on hand for this purpose, and that there will be no further restriction of the free purchase of foreign currency for payment of imports. Exceptional care is therefore advised in the issue of credit to importers in any one of these three territories.

## TARIFF CHANGES AND CUSTOMS REGULATIONS

### Amendments to Australian Customs Tariff

M. T. STEWART, ASSISTANT TRADE COMMISSIONER

Melbourne, September 14, 1932.—The Commonwealth Government further amended the Australian customs tariff on September 1, 1932, the alterations embodying a complete removal of the prohibition of imports, a substantial partial removal of the existing surtaxes, and a reduction of customs duties affecting a wide range of products.

The recent schedule provides for a reduction of import duties on twenty-three classes of goods. The special customs surcharge of 50 per cent has been removed from a further seventeen items, and those remaining in force are to be repealed not later than February 25, 1933, the Minister retaining the power to remove the surtaxes before this date if deemed advisable.

A brief summary of the most important items of interest to Canadian manufacturers and exporters was cabled to the Department of Trade and Commerce on the date the measure became effective (see *Commercial Intelligence Journal* No. 1493).

#### ALL PROHIBITIONS OF IMPORTS REPEALED

The following classes of goods formerly prohibited from importation into Australia were on September 2, 1932, allowed entry under the rates of duty set forth in the customs tariff and applicable to these products:—

- Cheese.
- Lemons.
- Oranges.

- Dried fruits excepting dates and figs.
- Fruits preserved in liquid.
- Vegetables, salted or preserved in liquid or partly preserved or pulped.
- Jams and jellies.
- Jelly crystals and powders.
- Coconut, prepared.
- Pickles, sauces and chutney.
- Wireless headphones.
- Batteries and accumulators, but not including dry batteries or dry cells.
- Bolts, nuts, rivets, engineers' set screws.
- Rail dogs and spikes.
- Wireless receiving sets partly or wholly assembled.
- Wire and other nails.
- Plated ware other than spoons, forks and cutlery.
- Aluminium ware other than spoons and forks.
- Tiles.
- Sanitary and lavatory articles of earthenware and glazed or enamelled fireclay.
- Cast-iron pipes and cast-iron fittings for pipes.
- Shafting (other than flexible).
- Iron and steel beams, channels, girders, joists, columns, trough and bridge iron and steel.
- Matches and vestas including book matches.

GOODS FROM WHICH SPECIAL DUTY IS REMOVED

On September 1 the surtax of 50 per cent on the rates of duty in the Australian customs tariff, hitherto imposed, was repealed on the following tariff items:—

No.	Tariff Item
105 (AA) (2)	Knitted piece goods.
109	Artificial flowers.
110	Apparel.
116	Parasols, sunshades and umbrellas.
231 (C)	Putty.
231 (G)	Paints and colours.
232 (A)	Varnishes, lacquers.
325	Leather manufactures.
326	Belting.
328	Rubber sandshoes, goloshes, etc.
329	Leather boots and shoes, etc.
338 (A)	Advertising matter, etc.
340 (A) (B) (C)	Stationery and manufactures of paper.
376 (A) (B) (C) and (F)	Bags, baskets, boxes, etc.
380 (A) (1)	Brooms, whisks, mops.
381 (F)	Brushes, hair, cloth, tooth, nail and varnish.
430	Straw envelopes.

Attention is particularly directed to the removal of the surtax from item 328, goloshes, rubber sandshoes, etc. Prior to the imposition of the surtax, Canadian manufacturers of rubber footwear supplied a considerable portion of the Australian requirements, and it is hoped that they will shortly regain their former position.

GOODS ON WHICH THE SPECIAL DUTY IS RETAINED

The surtax of 50 per cent on the rates of duty in the Australian customs tariff has still been retained on the following tariff items:—

No.	Tariff Item
73	Matches.
176 (F) (2)	Refrigerators and parts (except certain unassembled parts).
227	Greases, including axle grease.
231 (D)	Kalsomine, water paints and distempers.
290 (C)	Perfumery.
309	Fancy goods.
310	Sporting requisites and toys.



Tariff Item	
314	} . . . . . Jewellery and imitation jewellery.
315	
316	
319 (A)	. . . . . Gramophone records.
319 (B) (1)	. . . . . Gramophones.
320 (B)	. . . . . Kinematographs.
330	. . . . . Gum and wading boots.
354 (B)	. . . . . Motor cycles.
359 (D) (1) to (3)	. . . . . Motor bodies.
359 (D) (4) (b)	. . . . . Motor chassis, assembled.
359 (F) (1)	. . . . . Vehicle parts, n.e.i.
382	. . . . . Cameras and magic lanterns.
397 (A)	. . . . . Cartridges, n.e.i.
397 (B)	. . . . . Fireworks.

#### EXEMPTION FROM AUSTRALIAN PRIMAGE DUTY

In keeping with the downward revision of the rates of duty in the customs tariff, the primage duties have been removed, as from September 1, on the following items:—

Goods covered by items 157, 158, 160 (A), 162, 163, 164, 165, 166, 167, and 171, of the customs tariff 1921-1930, as proposed to be amended by tariff proposals:—

Agricultural, horticultural and viticultural spraying and dusting materials and preparations to be used in the checking of plant and seed insect pests and of plant and seed diseases.

Annatto cheese cloth and rennet to be used in the cheese industry.

Chemicals to be used in the recovery of gold by the flotation cyaniding and similar processes.

Cream separators.

Farm tractors and parts thereof.

Fencing wire.

Galvanized iron covered by tariff item 145.

Garden and field spraying machines and spray pumps.

Hay presses.

Machinery to be used in the mining industry.

Milking machines.

Potato raisers, diggers, sorters and planters.

Rabbit poisons.

Rabbit and dingo traps.

Rape seed for pasture purposes.

Sheep shearing machines.

Sheep washes and sheep dips.

Stockinette and hessian to be used in the manufacture of meat wraps.

Sub-surface packers for agricultural purposes.

Straw stackers.

Water bore casings.

Water pipes to be used in the agricultural, dairying, grazing and mining industries.

Wool presses.

#### REASONS FOR THE TARIFF REVISION

The somewhat drastic action taken by the Commonwealth Government during 1930 and 1931 to adjust the unfavourable trade balance by means of increased duties, prohibitions, and surtaxes has resulted in reducing imports to a minimum, and provided exceptional protection to local manufacturers which was considered in some cases to be uneconomic and not in the best interests of the country.

The primary producers of Australia have been faced with greatly decreased revenue from their products, and yet the greater portion of their requirements of machinery and supplies has been purchased at relatively high prices. The present Ministry has attempted in the tariff revision to alleviate the position of the primary producer, and it is indicated that their policy is to effect lower duties where possible without departing from the principle of protection.

The recommendations of the Tariff Board have been largely followed, and in the recent revision the Ministry has not reduced the rate on any item below the level recommended by the board. The Tariff Board considered that the continuance of the provision for deferred duties on pipes and tubes would lead to further uneconomic efforts to manufacture locally and the provision was removed accordingly.

The revenue derived from the incidence of primage duties is regarded by the Government as essential to the Commonwealth treasury under existing conditions. In the fiscal year 1930-31 a total of £3,657,426 was obtained from primage duties. However, the burden of primage has been recognized, and in the recent revision the Ministry stated that the concessions were intended to benefit the important primary industries including agriculture, dairying, grazing, and mining. As a further effort in this direction, the sales tax of 6 per cent has been removed from all goods shown in the list of exemptions from payment of primage.

#### FUTURE AMENDMENTS

The Prime Minister announced that a complete tariff schedule would be introduced into Parliament as soon as possible after the return of the Minister of Trade and Customs from the Imperial Conference. This schedule will probably include the decisions made at Ottawa, and some of the existing schedules may then be modified, and further revision of the tariff may be undertaken as the Tariff Board presents additional reports and recommendations.

Complete information regarding the tariff changes in the Australian customs tariff, as recently amended, is available at the Department of Trade and Commerce, Ottawa, and it is suggested that manufacturers and exporters desiring information regarding the tariff should address their inquiries to the Department.

#### Licensed Imports of Grain into Irish Free State

With reference to the notice in *Commercial Intelligence Journal* No. 1497 (October 8, 1932), page 602, concerning Irish Free State duties on grains, the Emergency Imposition of Duties (No. 4) Order of September 24, 1932, states that whenever the Minister of Finance, after consultation with the Minister of Agriculture, thinks proper, the Revenue Commissioners may license import of the grains without payment of the new duty. Regulations have been issued providing for free importation of maize. License to import maize free of duty may be granted by the Minister of Agriculture, based on an undertaking given by each recognized importer and miller that he will not sell any maize in the Irish Free State unless it contains at least 10 per cent by weight of home-grown wheat, oats, barley, or rye. Not more than 20 per cent by weight of home-grown oats is to be used.

#### Dutch Import Restrictions

Mr. J. C. Macgillivray, Canadian Trade Commissioner in Rotterdam, writes under date October 10 that after a certain date, which will be named later, all shipments of animal meal destined for the Netherlands must be accompanied by a prescribed certificate bearing the signature of an approved veterinary officer and stating that certain conditions have been complied with in its manufacture.

Particulars of the regulation in question may be obtained by interested exporters upon application to the Department of Trade and Commerce in Ottawa.



### Norway Reduces Duty on Salted Mutton

Mr. Shirley G. MacDonald, Assistant Trade Commissioner in Oslo, writes that the Norwegian customs duty on salted mutton in barrels has been reduced as from September 24, 1932, from 30 krone per 100 kilos to 15 krone per 100 kilos, equivalent at par of exchange to a reduction from \$3.65 to \$1.82 per 100 pounds.

### Finnish Milling Regulations

With reference to the report in *Commercial Intelligence Journal* No. 1491 (August 27, 1932), page 377, regarding Finnish milling percentages, Mr. Shirley G. MacDonald, Assistant Trade Commissioner in Oslo, advises under date October 7, 1932, that in accordance with a resolution of the Finnish Diet of August 25, 1932, the milling percentages for rye on and from September 15, 1932, and for oats on and from October 1, 1932, are to be as follows: for home-grown rye and rye flour 60 per cent, both previously 5 per cent; and for home-grown oatmeal 90 per cent, previously 5 per cent. These milling percentages are to be effective until further notice.

### Wheat and Wheat Products Import Regulations in Belgium

Mr. Henri Turcot, Canadian Trade Commissioner in Brussels, advises that a decree under date September 15, which appeared in the *Moniteur Belge* of September 22, provides that in future wheat used in breadmaking must contain 10 per cent of home-grown wheat, and that so long as this requirement remains in force licences will not be granted for the import into Belgium of soft wheat of foreign origin and of flour or other wheat products from abroad.

### Supplementary Duties on Grain and Flour in Czechoslovakia

With reference to the article in *Commercial Intelligence Journal* No. 1495 (September 24, 1932), page 530, Mr. Robt. S. O'Meara, Canadian Trade Commissioner in Hamburg, writes under date October 7 that, effective from October 10, 1932, the supplementary duties on Czechoslovakian grain and flour in accordance with the law of June 5, 1930, are fixed as follows:—

	Supplementary Duty Czechoslovakian Crowns per 100 Kg. (220 Lb.)	Customs Duty
Wheat and spelt. . . . .	25	30
Rye. . . . .	48	38
Barley . . . . .	36	34
Oats . . . . .	34	36
Flour and milled products . . . . .	63	70

Par value of 1 Czechoslovakian Crown=\$0.0296

The supplementary duties on wheat and spelt, barley, and oats have not changed. The supplementary duty on rye represents an increase from the former rate of 39 Czechoslovakian crowns per 100 kg., and that on flour and milled products an increase from the former rate of 61 Czechoslovakian crowns per 100 kg.

### Reduced Tariff Rates for Exchange of Greek Products with Argentina and Uruguay

Mr. Theo. J. Monty, Acting Canadian Trade Commissioner in Athens, Greece, reports under date September 24, 1932, that, in virtue of a decree appearing in the Greek official *Gazette* of August 23, 1932, the embargo rate of a ten-fold increase in the duties applying on goods originating in countries with which Greece is not bound by treaty has been lifted in the case of the Argentine Republic and the Republic of Uruguay.

Effective August 23, minimum duty rates shall apply in the case of cereals in grain form (wheat, meslin, rye, yellow and white Indian corn, millet, barley, oats), wheat flour, flour from other cereals, pulse in general, and tanning extracts. Ordinary maximum duty rates shall apply on all other goods.

These rates shall apply on goods imported into Greece to the extent of and against exchange for Greek goods of an equal value exported to Argentina and Uruguay. Special permit of the Bank of Greece will have to be obtained in the ordinary course of procedure, and this permit will be obtainable only on condition of payment therefor by the value of local products exchanged with these countries.

The effect of this decree will be to allow entry of goods originating in Argentina and Uruguay, especially the goods coming under minimum rates of duty, to the extent of Greek goods exported to these countries.

**FOREIGN EXCHANGE QUOTATIONS FOR WEEK ENDING OCT. 24**

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending October 24, 1932, with the official bank rate. Quotations for the week ending October 17, 1932, are also given for the sake of comparison:—

Country	Unit	Nominal Quotations in Montreal Week ending Oct. 17	Nominal Quotations in Montreal Week ending Oct. 24	Official Bank Rate
Austria . . . . .	Schilling	\$ .1527	\$ .1530	6
Belgium . . . . .	Belga	.1505	.1510	3½
Bulgaria . . . . .	Lev	.0077	.0078	8
Czechoslovakia . . . . .	Krone	.0320	.0321	4½
Denmark . . . . .	Krone	.1932	.1887	3½
Finland . . . . .	Markka	.0163	.0164	6½
France . . . . .	Franc	.0425	.0427	2½
Germany . . . . .	Reichsmark	.2573	.2581	4
Great Britain . . . . .	Pound	3.7292	3.6035	2
Greece . . . . .	Drachma	.0068	.0068	10
Holland . . . . .	Guilder	.4357	.4374	2½
Hungary . . . . .	Pengo	.1895	.1899	4½
Italy . . . . .	Lira	.0554	.0556	5
Jugo-Slavia . . . . .	Dinar	.0192	.0193	7½
Norway . . . . .	Krone	.1878	.1841	4
Portugal . . . . .	Escudo	.0346	.0347	6½
Roumania . . . . .	Leu	.0064	.0065	7
Spain . . . . .	Peseta	.0887	.0894	6½
Sweden . . . . .	Krona	.1917	.1879	3½
Switzerland . . . . .	Franc	.2091	.2098	2
United States . . . . .	Dollar	1.0825	1.0850	2½
Argentina . . . . .	Peso (Paper)	.2792	.2799	—
Brazil . . . . .	Milreis	.0811	.0813	—
Chile . . . . .	Peso	.0663	.0664	4½
Colombia . . . . .	Peso	1.0337	1.0388	5
Mexico . . . . .	Peso	.3425	.3390	6-7
Peru . . . . .	Sol	.2056	.1953	6
Venezuela . . . . .	Bolivar	.1677	.1736	—
Uruguay . . . . .	Peso	.5114	.5126	—
Cuba . . . . .	Peso	1.0817	1.0842	—
Hongkong . . . . .	Dollar	.2523	.2511	—
India . . . . .	Rupee	.2830	.2766	4
Japan . . . . .	Yen	.2556	.2495	4.38
Java . . . . .	Guilder	.4373	.4399	4½
Shanghai . . . . .	Tael	.3301	.3282	—
Siam . . . . .	Baht (Tical)	.....	.....	—
Straits Settlements . . . . .	Dollar	.4438	.4421	—
British Guiana . . . . .	Dollar	.8013	.8326	—
Jamaica . . . . .	Pound	3.7562	3.6564	—
Other British West Indies . . . . .	Dollar	.8013	.8326	—
Martinique . . . . .	Franc	.0425	.0427	—
Guadeloupe . . . . .	Franc	.0425	.0427	—
Australia . . . . .	Pound	2.9847	2.8841	—
Egypt . . . . .	Pound (100 piastres)	3.8247	3.6958	—



## TRADE OPPORTUNITIES ABROAD FOR CANADIAN PRODUCTS

The Trade Inquiries for Canadian products published below have been received since the publication of the last issue of the *Commercial Intelligence Journal*. Interested exporters may secure the names and addresses of the firms making these inquiries, together with further details regarding the commodities required, on application to the Director, Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa, or—

### Secretary, Board of Trade—

Saint John, N.B.,	Toronto, Ont.,	St. Boniface, Man.,
Halifax, N.S.,	Woodstock, Ont.,	Winnipeg, Man.,
Quebec, P.Q.,	St. Mary's, Ont.,	Vancouver, B.C.,
Montreal, P.Q.,	Portage la Prairie, Man.,	New Westminster, B.C.

### Secretary, Chamber of Commerce—

Sherbrooke, P.Q.,	Belleville, Ont.,	London, Ont.,
Kingston, Ont.,	Peterborough, Ont.,	Victoria, B.C.,
Oshawa, Ont.,	Hamilton, Ont.,	Prince Rupert, B.C.

Border Chamber of Commerce, Windsor, Ont.

Industrial Commissioner, Stratford, Ont.

La Chambre de Commerce, de Montréal, 25 St. James E., Montreal, P.Q.

### Secretary, Canadian Manufacturers' Association—

Toronto, Ont.,	Winnipeg, Man.,	Vancouver, B.C.,
Montreal, P.Q.,	Edmonton, Alta.,	Victoria, B.C.

The Maritime Provinces Trade Commissioner, 122 Federal Building, Toronto, Ont.

The Bureau of Provincial Information, Victoria, B.C.

**Canadian exporters should, for follow-up purposes, transmit a copy of any reply sent in response to a Trade Inquiry to the Trade Commissioner in the territory from which the inquiry emanated.**

Commodity	No.	Location of Inquirer	Purchase or Agency
<b>Foodstuffs—</b>			
Honey.....	750	Trieste, Italy.....	Agency.
Bi-suits.....	751	London, England.....	Agency on commission.
Cereals, Breakfast Foods, Proprietaries.	752	London, England.....	Agency.
<b>Miscellaneous—</b>			
Plywood.....	753	London, England.....	Puyers or Agents.
Toys, Novelties.....	754	London, England.....	Puyers.
Enamelled Bathroom Ware.....	755	Tokyo, Japan.....	Purchase.
Roll Type Screens.....	756	Tokyo, Japan.....	Purchase.
Roller and Ball Bearings.....	757	Zurich, Switzerland.....	Agent.
Ice Cream Making Machinery...	758	Paris, France.....	Agent.

## PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

### From Montreal

To *Liverpool*.—Duchess of York, Nov. 4 and 30; Duchess of Richmond, Nov. 11; Duchess of Atholl, Nov. 18; Duchess of Bedford, Nov. 23; Montrose, Nov. 26—all Canadian Pacific; Laurentic, White Star Line, Nov. 12; Antonia, Cunard Line, Nov. 26.

To *London*.—Beaverford, Nov. 4; Beaverburn, Nov. 11; Beaverdale, Nov. 18; Beaverbrae, Nov. 23; Beaverhill, Nov. 26—all Canadian Pacific; Ascania, Nov. 4; Alaunia, Nov. 11; Aurania, Nov. 18; Ausonia, Nov. 26—all Cunard Line.

To *Southampton*.—Montcalm, Canadian Pacific, Nov. 10.

To *Manchester*.—Manchester Brigade, Nov. 3; Manchester Commerce, Nov. 10; Manchester Citizen, Nov. 17; Manchester Producer, Nov. 24—all Manchester Line.

To *Avonmouth, Cardiff and Swansea*.—Vardulia, Nov. 9; Concordia, Nov. 12—both Cunard-Donaldson Line; Nevisian, Dominion Line, Nov. 26.

To *Glasgow*.—Letitia, Nov. 4; Sulairia, Nov. 11; Athenia, Nov. 18; Airthria, Nov. 25—all Anchor-Donaldson Line.

To *Newcastle and Leith*.—Cairnross, Nov. 4; Cairnvalona, Nov. 11 (calls at Hull, but not at Leith); Cairnesk, Nov. 18 (also calls at Dundee); Cairndhu, Nov. 25—all Cairn-Thomson Line.

To *Belfast*.—Lord Londonderry, Head Line, Nov. 9 (cargo accepted for Londonderry).

To *Dublin*.—Melmore Head, Head Line, Nov. 7 (cargo accepted for Cork).

To *Antwerp*.—Beaverford, Nov. 4; Montcalm, Nov. 10; Beaverdale, Nov. 18; Beaverhill, Nov. 26—all Canadian Pacific; Hada County, Oct. 31; Brant County, Nov. 11; Grey County, Nov. 29—all County Line (also call at Havre).

To *Hamburg*.—Beaverburn, Nov. 11; Beaverbrae, Nov. 23—both Canadian Pacific; Hagen, Hamburg American-North German Lloyd Line, Nov. 18 (also calls at Bremen).

To *South France and Italian Ports*.—Valprato, Nov. 4; Valfiorita, Nov. 18—both Lloyd-Mediterraneo Italian Service.

To *Norwegian Ports*.—Idefjord, October; Kristianiafjord, October; Tanafjord, October; Topdalsfjord, November—all North American Line.

To *Scandinavian and Baltic Ports*.—Ragnhildsholm, Swedish-America-Mexico Line, Nov. 8; Frode, Scandinavian-American Line (does not call at Gothenburg), Nov. 15.

To *St. John's, Nfld., and St. Pierre-Miquelon*.—Silvia, Furness-Red Cross Line, Nov. 4 and 18; Belle Isle, Newfoundland-Canada SS., Nov. 12 and 26.

To *Cornerbrook, Nfld.*—New Northland, Nov. 2 and 16; North Voyageur, Nov. 7—both Clarke SS. Co.

To *Hamilton (Bermuda), Puerto Rico, St. Kitts, Antigua, St. Lucia, Guadeloupe, Martinique, Barbados, St. Vincent, Grenada, Trinidad and Demerara*.—Cornwallis, Nov. 4; Chomedy, Nov. 18—both Canadian National.

To *Hamilton (Bermuda), Nassau (Bahamas), Kingston (Jamaica), and Belize (British Honduras)*.—Lady Rodney, Nov. 3; Cavalier (does not call at Hamilton or Nassau), Nov. 11; Lady Somers, Nov. 17; Cathcart (calls at St. Georges but not at Hamilton or Nassau), Nov. 25—all Canadian National.

To *Bermuda, St. Kitts, Antigua, Guadeloupe, Dominica, Martinique, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo*.—A steamer, Nov. 9; Moyra, Nov. 21—both Ocean Dominion SS. Corp.

To *Tampico and Vera Cruz*.—A steamer, Canadian National, weekly.

To *Colombia, Ecuador, Peru and Chile*.—A steamer, Canadian National, monthly.

To *Auckland, Wellington, Lyttelton, Dunedin, Brisbane, Sydney and Melbourne*.—Canadian Cruiser, Nov. 24; Canadian Conqueror (also calls Timaru), Nov. 25—both Canadian National.

To *West and South African Ports*.—Mattawin, Elder Dempster Lines, Ltd., Nov. 25.

### From Halifax

To *Liverpool*.—Montcalm, Canadian Pacific, Dec. 10; Newfoundland, Nov. 8; Nova Scotia, Nov. 29—both Furness Line; Manchester Exporter, Nov. 22; Manchester Merchant, Dec. 7—both Manchester Line; Georgie, White Star Line, Dec. 4.

To *London*.—Beaverford, Canadian Pacific, Dec. 10; Pennland, Red Star Line, Nov. 6; Italian Prince, Nov. 14; Corsican Prince, Nov. 28; Sardinian Prince, Dec. 12—all Furness Prince Line; Ascania, Cunard Line, Dec. 3.

To *Manchester*.—Manchester Brigade, Nov. 6; Manchester Commerce, Nov. 13; Manchester Citizen, Nov. 20; Manchester Exporter, Nov. 22; Manchester Producer, Nov. 27—all Manchester Line.

To *Glasgow*.—Letitia, Anchor-Donaldson Line, Dec. 10.

To *Antwerp*.—Beaverford, Canadian Pacific, Dec. 10; Pennland, Nov. 6 and Dec. 3; Westernland, Nov. 20—both Red Star Line.

To *Gothenburg*.—Gripsholm, Nov. 5 and Dec. 10; Drottningholm, Dec. 4—both Swedish-American Line.

To *St. John's, Nfld., and St. Pierre-Miquelon*.—Rosalind, Oct. 31 and Nov. 14; Dominica, Nov. 28 and Dec. 12—both Furness-Red Cross Line; Magnhild, Nov. 8 and 22 and Dec. 6; H. J. Kyvig, Nov. 19 and Dec. 10—both Newfoundland-Canada SS.; Newfoundland, Nov. 8 and Dec. 10; Nova Scotia, Nov. 29—both Furness Line (do not call at St. Pierre).

To *Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara*.—Lady Hawkins, Nov. 1; Lady Drake, Nov. 15; Lady Nelson, Nov. 29—all Canadian National.

To *Santiago (Cuba) and Kingston (Jamaica)*.—Andalusia, Nov. 9 and Dec. 7 (calls at Montego Bay and other Jamaican outports); Calabria, Nov. 23—both Pickford & Black, Ltd.

To *Bermuda, St. Kitts, Antigua, Guadeloupe, St. Lucia, Dominica, Martinique, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo*.—A steamer, Nov. 14; Moyra, Nov. 29—both Ocean Dominion SS. Corp.



*To Hamilton (Bermuda), Nassau (Bahamas), Kingston (Jamaica), and Belize (British Honduras).*—Cathcart (calls at St. Georges, Bermuda, but not at Hamilton or Nassau), Oct. 31 and Nov. 28; Cavelier (does not call at Hamilton or Nassau), Nov. 14—both Canadian National.

*To Hamilton (Bermuda), Puerto Rico, St. Kitts, Antigua, St. Lucia, Guadeloupe, Martinique, Barbados, St. Vincent, Grenada, Trinidad and Demerara.*—Cornwallis, Nov. 8; Chomey, Nov. 22—both Canadian National.

### From Saint John

*To London and Antwerp.*—Beaverford, Canadian Pacific, Dec. 9.

*To Liverpool.*—Montcalm, Canadian Pacific, Dec. 9.

*To Glasgow.*—Letitia, Anchor-Donaldson Line, Dec. 9.

*To Alexandria, Port Said, Suez, Aden, Karachi, Bombay, Colombo, Madras, Rangoon and Calcutta.*—A steamer, American and Indian SS., Nov. 27 (cargo accepted for other Eastern ports, also for British East African ports).

*To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.*—Lady Drake, Nov. 7; Lady Nelson, Nov. 21—both Canadian National.

*To Kingston and Jamaican Outports.*—San Bruno, Nov. 10; San Benito, Nov. 24—both United Fruit Line.

### From New Westminster

*To United Kingdom Ports.*—Titania, Canadian Transport Co., Nov. 1; Viking Star, Nov. 12; Trojan Star, Nov. 26—both American Mail Line; Modavia, Balfour Guthrie & Co., Nov. 16.

*To Japanese Ports.*—Florida Maru, Nov. 7; Shunsho Maru, Nov. 19—both Yamashita Shipping Co.

*To Shanghai.*—Jutlandia, B. L. Johnson Walton Co., Nov. 22.

### From Vancouver

*To Yokohama, Kobe, Shanghai and Hongkong.*—Hikawa Maru, Nippon Yusen Kaisha, Nov. 17 (also calls Osaka); Tacoma, Nov. 20 (also calls Tsingtao, Dairen, Taku Bar and Otaru but not at Hongkong); Bellingham, Dec. 8 (calls Osaka, Iloilo, Cebu and Legaspi but not at Shanghai)—both Tacoma Oriental SS.; Tyndareus, Blue Funnel Line, Nov. 20 (calls at Miiki).

*To Yokohama, Kobe, Shanghai, Hongkong and Manila.*—Empress of Russia (calls Nagasaki), Nov. 5; Empress of Japan (calls Honolulu), Nov. 19; Empress of Asia (calls Nagasaki), Dec. 3—all Canadian Pacific; Grays Harbour, Tacoma Oriental SS., Nov. 8 (calls Osaka, Iloilo, Cebu and Legaspi but not at Shanghai).

*To Yokohama, Kobe and Osaka.*—Ayaha Maru, Nov. 15; Koshin Maru, Dec. 2—both Empire Shipping Co.

*To Honolulu, Suva, Auckland and Sydney.*—Niagara, Canadian-Australasian Line, Ltd., Nov. 8.

*To Sourabaya, Samarang, Batavia, Singapore, Belawan Deli, Penang, Rangoon and Calcutta.*—Saparoa, Silver-Java-Pacific Line, Nov. 16 (also calls Manila and Iloilo).

*To Auckland, Wellington, Melbourne and Sydney.*—Wairuna, Canadian-Australasian Line, Nov. 1 (also calls New Plymouth, Lyttelton and Dunedin); Golden Eagle, Oceanic and Oriental Navigation Co., Nov. 17 (also calls Lyttelton and Dunedin).

*To Brisbane, Sydney, Newcastle, Melbourne and Adelaide.*—Tolken, Nov. 2; Yngaren (does not call at Newcastle), Dec. 2—both Empire Shipping Co.

*To Liverpool, London, Southampton and Rotterdam.*—Nebraska, Nov. 5; Dinteldyk, Nov. 20; Loch Katrine, Dec. 4—all Royal Mail Lines, Ltd.

*To London, Hull, Bergen and Oslo.*—Benjamin Franklin, Nov. 14; Laurits Swenson, Dec. 5—both Fred Olsen Line

*To Marseilles, Genoa, Leghorn, Naples, Venice and Trieste.*—California (does not call at Venice or Trieste), Nov. 12; Cellina, Dec. 3—both Empire Shipping Co., Ltd.

*To Havre, Dunkirk, Bordeaux and Antwerp.*—Winnipeg, Oct. 31; Oregon, Nov. 19; Wyoming, Dec. 9—all Empire Shipping Co. Ltd.

*To Cape Town, Algoa Bay, East London, Durban and Lourenco Marques.*—Ida Maru, British Columbia Shipping Agencies, Nov. 7.

*To Scandinavian Ports.*—Buenos Aires, Nov. 18; Axel Johnson, Dec. 5—both Johnson Line.

*To Port of Spain (Trinidad) and Bridgetown (Barbados).*—A steamer, Canadian Transport Co., Ltd., November.

*To Montevideo and Buenos Aires.*—Hoyanger, Nov. 10; Hardanger, Dec. 10—both Westfal-Larsen Co. (cargo accepted for Pernambuco, Bahia, Rosario, Santa Fé and other ports).

**Note.**—Firms who desire information concerning ocean mail services may have their names placed on the mailing list of the Post Office Weekly Bulletin by applying to the Post Office Department.

# COMMERCIAL INTELLIGENCE SERVICE

## CANADIAN GOVERNMENT TRADE COMMISSIONERS

### Argentine Republic

ACTING TRADE COMMISSIONER, B. Mitre 430, Buenos Aires (1). (Territory includes Chile and Uruguay.) *Cable address, Canadian.*

### Australia

D. H. ROSS. Address for letters—Box 196C, G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable address, Canadian.*  
*Commercial Agent:* B. MILLIN, The Royal Exchange, Sydney, N.S.W.

### Belgium

HENRI TURCOT, 98 Boulevard Adolphe Max, Brussels. *Cable address, Canadian.*

### Brazil

A. S. BLEAKNEY. Address for letters—Caixa Postal 2164, Rio de Janeiro. Office—Ed. Da "A. Noite," Sala 802, Praca Maua. *Cable address, Canadian.*

### British West Indies

*Trinidad:* ACTING TRADE COMMISSIONER. Address for letters—P.O. Box 125, Port of Spain. Office—Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, and British Guiana.) *Cable address, Canadian.*

*Jamaica:* F. W. FRASER, P.O. Box 225. Office—Canadian Bank of Commerce Chambers, Kingston. (Territory covers Jamaica, Hayti, the Bahamas, and British Honduras.) *Cable address, Canadian.*

### China

L. M. COSGRAVE. Address for letters—P.O. Box 264, Shanghai. Office—Daily News Building, 17 The Bund, Shanghai. *Cable address, Canadian.*

PAUL SYKES. Address for letters—P.O. Box 160, Dairen, Manchuria. Office—Cornabe Building, 1 Higashi-Koen-Cho, Dairen, Manchuria. (Territory covers Manchuria.) *Cable address, Canadian.*

### Cuba

E. L. McCOLL. Address for letters—Apartado 1945, Havana. Office address—Royal Bank of Canada Building, Calle Aguiar 75, Havana. (Territory includes San Domingo and Puerto Rico.) *Cable address, Canadian.*

### Egypt

YVES LAMONTAGNE. Address for letters—P.O. Box 1770, Cairo. Office—22 Shari Kasr el Nil, Cairo. (Territory includes the Sudan, Palestine, Cyprus, Iraq, Syria, and Persia.) *Cable address, Canadian.*

### France

HERCULE BARRÉ, 3 rue Scribe, Paris (9). (Territory includes French Colonies in North Africa.) *Cable address, Cancomac.*

### Germany

ACTING TRADE COMMISSIONER, Mönckebergstrasse 31, Hamburg. (Territory covers Germany—except the Rhine Valley—Czechoslovakia, Austria, and Eastern European countries.) *Cable address, Canadian.*

### Greece

ACTING TRADE COMMISSIONER, 1 Corai Street, Athens. (Territory includes Turkey.) *Cable address, Canadian.*

### Hongkong

V. E. DUCLOS. Address for letters—P.O. Box 80, Hongkong. Office—Gloucester Building, Hongkong. (Territory includes South China, the Philippines, British North Borneo, and Indo-China.) *Cable address, Canadian.*

### India and Ceylon

R. T. YOUNG. Address for letters—P.O. Box 2003, Calcutta. Office—8 Esplanade Mansions, Government Place East, Calcutta. *Cable address, Canadian.*

### Irish Free State and Northern Ireland

J. H. ENGLISH, 66 Upper O'Connell Street, Dublin, Irish Free State (*cable address, Canadian*); and 44 Ann Street, Belfast, Northern Ireland (*cable address, Adanac*)



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**CANADIAN GOVERNMENT TRADE COMMISSIONERS—Con.**

**Italy**

A. B. MUDDIMAN, Via Manzoni Nr. 5, Milan (102). (Territory includes Spain, Portugal, Gibraltar, Canary Islands, Malta, Italian Colonies in Africa, Albania, and Jugoslavia.) *Cable address, Canadian.*

**Japan**

*Tokyo:* J. A. LANGLEY, Commercial Secretary; RICHARD GREW, Trade Commissioner. Address for letters—P.O. Box F101, Tokyo Central. Office—Imperial Life Assurance Building, Marunouchi, Tokyo. *Cable address, Canadian.*

*Kobe:* ACTING TRADE COMMISSIONER. Address for letters—P.O. Box 230, Kobe. Office—Chamber of Commerce Building, Kobe. *Cable address, Canadian.*

**Mexico**

ACTING TRADE COMMISSIONER. Address for letters—Apartado Num. 126-bis, Mexico City. Office—Edificio Banco de Londres y Mexico, Num. 30, Mexico City. (Territory includes Central American Republics.) *Cable address, Cancoma.*

**Netherlands**

J. C. MACGILLIVRAY, Beursplein 26B, Rotterdam. (Territory includes the Rhine Valley and Switzerland.) *Cable address, Canadian.*

**Netherlands East Indies**

G. R. HEASMAN. Address for letters—P.O. Box 84, Batavia, Java. Office—Chartered Bank Building, Melacca St., Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, and Siam.) *Cable address, Canadian.*

**New Zealand**

C. M. CROFT. Address for letters—P.O. Box 33, Auckland. Office—Yorkshire House, Shortland Street, Auckland. (Territory includes Fiji and Western Samoa.) *Cable address, Canadian.*

**Norway**

F. H. PALMER, Jernbanetorget 4, Oslo. (Territory includes Scandinavian countries and Finland.) *Cable address, Canadian.*

**Panama**

J. A. STRONG. Address for letters—P.O. Box 222, Panama City. Office—Royal Bank of Canada Building, Santa Ana Plaza, Panama City. (Territory includes Venezuela and Colombia.) *Cable address, Canadian.*

**Peru**

C. S. BISSETT. Address for letters—Casilla 1212, Lima. Office—Calle Coca, 478, Lima. (Territory includes Bolivia and Ecuador.) *Cable address, Canadian.*

**South Africa**

G. R. STEVENS. Address for letters—P.O. Box 683, Cape Town. Office—Cleghorn & Harris Building, Adderley Street, Cape Town. (Territory includes Southwest Africa, the Rhodesias, Nyasaland, Tanganyika Territory, and Kenya Colony.) *Cable address, Cantracom.*

**United Kingdom**

*London:* HARRISON WATSON, Canada House, Trafalgar Square, S.W.1. (Territory covers Home Counties, Southeastern Counties, and East Anglia.) *Cable address, Sleighing, London.*

*London:* J. FORSYTH SMITH, Fruit Trade Commissioner, Walter House, Bedford Street, Strand, W.C.2. *Cable address, Canfrucum.* (Territory—for fresh fruit only—covers United Kingdom, Norway, Denmark, Sweden, France, Holland, Belgium, Germany, and Spain.)

*London:* W. A. WILSON, Animal Products Trade Commissioner, Canada House, Trafalgar Square, S.W.1. *Cable address, Agrilson.*

*Liverpool:* H. R. POUSSETTE, Century Bldgs., 31 North John Street. (Territory covers North of England, Lincolnshire, North Midlands, and North Wales.) *Cable address, Canadian.*

*Bristol:* DOUGLAS S. COLE, Northcliffe House, Colston Avenue. (Territory covers West of England, South Wales, and South Midlands.) *Cable address, Canadian.*

*Glasgow:* GORDON B. JOHNSON, 200 St. Vincent Street. *Cable address, Cantracom.*

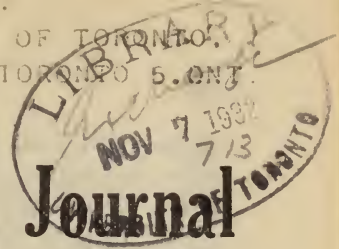
**United States**

*New York City:* FREDERIC HUDD, 25 Broadway. (Territory includes Bermuda.) *Cable address, Cantracom.*

**Note.—Bentley's Second Phrase Code is used by Canadian Trade Commissioners**

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# Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

Minister: Hon. H. H. Stevens, M.P.

Deputy Minister: James G. Parmelee

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## TABLE OF CONTENTS

	Page		Page
United Kingdom Trade Conditions ..	713	Trade Developments in Greece .. .	728
Scottish Market for Feeding Stuffs..	716	Quotations on Woodpulp and Other	
Mr. Croft's Itinerary in Canada ..	719	Products for Central and South	
Parcel Post Insurance to British West		America .. .	729
Indies .. .	719	Wheat Campaign in Peru .. .	729
Indian Canteen Contractors Syndicate		Trade of Bolivia in 1930 .. .	729
Trades Exhibition .. .	719	Assistance that can be given by Cana-	
Crop Reports for the Scandinavian		dian Trade Commissioners .. .	732
Countries and Finland .. .	720	Australian Tenders .. .	733
Wheat and Flour Situation in the		Tariff Changes, etc. .. .	734
Netherlands .. .	721	Foreign Exchange Quotations .. .	738
Hungarian Crop Returns .. .	723	Trade Inquiries .. .	739
Maritime Traffic of Belgian Ports ..	724	Proposed Sailings .. .	739
Wheat Cultivation in Greece .. .	724	Condensed List of Publications .. .	742
Trade of Greece, January to June ..	726	Commercial Intelligence Service .. .	743

## UNITED KINGDOM TRADE CONDITIONS

HARRISON WATSON, CANADIAN TRADE COMMISSIONER

LONDON, October 20, 1932.—The third lap of the year has been covered without any significant change in economic conditions, either in Great Britain or the world generally. A search through the customary indices—i.e. trade and financial statistics, prices and transportation returns—provides gloomy entertainment and discloses few, if any, traces of improvement or progress definitely accomplished. As far as the United Kingdom itself is concerned, trade during the third quarter was characterized by a continuation of the same features: a drastic reduction in imports in comparison with the figures of the previous twelve months before the present tariff came into force, accompanied, however, by no corresponding increase in export but, upon the contrary, a slight falling off. As a consequence, the gross volume of overseas trade has not augmented, but actually contracted up to the end of September—a position which is a very great disappointment to those who anticipated some immediate recovery and visible benefit as a result of the financial and other sacrifices imposed upon the nation and so cheerfully borne during the past twelve months.

A detailed examination of the figures, and also of reports of domestic trading, disclose scattered items of a rather more encouraging nature. One definite feature for congratulation is the drastic and important reduction of £70,621,000 in the value of the excess of imports over exports when compared with the figure for the first nine months of 1931. This accomplishment, sup-



plemented by the £23,000,000 saving from the conversion of the War Loan, effect a decrease of Government liabilities which before long should permit of some welcome diminution in the almost intolerable burden of present taxation. Moreover, there is a very general anticipation that the agreements entered into at the recent Ottawa Conference inaugurate an era of increased trade and development in Empire countries, including the United Kingdom. Indeed, it is hoped that even in these days of world stagnation and depression, there will be manifest some speedy increase in inter-Empire trade, the results of which must ultimately help the whole international situation.

In any case, it seems logical that the official announcement of the details of the arrangements concluded must clear up many of the uncertainties and doubts which have been holding up for some time past not only transactions, but plans and developments. Support is lent to this probability by the immediate increase in the volume of inquiries regarding Anglo-Canadian trade which are already reaching this office, both from Canadian firms and business houses in the United Kingdom. This foreshadows still greater and more definite activities when the resolutions adopted at Ottawa have been implemented by the parliaments of the various countries. Moreover, many important business firms who are greatly interested in the extension of Empire trade have designedly delayed action until they have had full opportunity to examine and digest particulars of the agreements as they stand when finally approved.

Unfortunately, however, it is evident that the ever-increasing fall in the dollar value of the £ is forming an almost insurmountable barrier to Canadian shippers of certain lines who wish to take advantage of what appear to be good opportunities. While the incidence of the import duties, combined with the discount at which the Canadian dollar stands in New York, are of definite benefit to Canadian exporters when competition is against similar United States products (the effects of which are already reflected in the trade returns of certain articles, notably Douglas fir), the advantage seems to be almost wholly lost in competition with Scandinavian and other countries who have also gone off the gold standard. As matters stand, however, world conditions, and the unprofitable level of wholesale prices, are still holding back any marked return of activity.

#### WHOLESALE PRICES

As will be generally known, whereas wholesale prices have actually advanced from time to time, they failed upon each occasion to hold the ground, and by relapsing have shattered the optimistic hope of improvement which the movement engendered.

This feature remains spasmodic. According to the most recent figures prepared and issued by the British Board of Trade, whereas in October, 1931, wholesale prices in the United Kingdom advanced by 5.4 per cent compared with the preceding month, and further augmented by 2 per cent in November, reaching the highest point recorded in the twelve months' period, namely 89.1 per cent of the 1930 average, reaction set in by the end of January, 1932, to the extent that by July the percentage was 8.2 per cent lower than in November, 1931. Since then prices of most commodities have wobbled and fluctuated. According to the table issued by the Board of Trade for the month of September, 1932, the index figure for the articles which are selected for the purpose averaged 85.4 (the 1930 figure being taken as the base 100) against 83.3 in August, and 83 in September, 1931.

Reverting to the previously generally accepted standards of 100 for 1913, the average of wholesale prices on all articles was 102.1 in September, 1932; the figure for food of all kinds being 107.4 and for other commodities 99.1.

## INDUSTRIAL SITUATION

Industry generally continues upon patchy lines. While there have been signs of greater activity in some directions, notably textiles, others have experienced countervailing losses; as for example the shipbuilding industry, which, according to Lloyd's official returns for the quarter ended September, are almost the worst on record.

Under these circumstances unemployment continues rife, and on September 26 totalled 2,858,011, although it should be taken into consideration that the numbers are greatly swollen by the wholesale cessation of work in many branches of the Lancashire cotton industry—a condition of affairs however which promises to be only temporary, if the negotiations now far under way attain the full success which seems imminent.

## OVERSEAS TRADE

As regards foreign trade, which has such an important bearing upon employment, official figures issued by the Board of Trade for the nine months ended September 31, 1932, are shown in the following table, together with percentage comparisons with the first nine months of the previous year:—

	First Nine Months		Decrease	Per Cent
	1932	1931		
Imports . . . . .	£520,215,226	£621,347,028	£101,131,802	16.2
Exports (British) . . . .	271,107,476	292,390,601	21,285,125	7.2
Re-exports . . . . .	39,028,120	48,255,420	9,227,300	19.1
Total . . . . .	£830,350,822	£961,993,049	£131,642,227	13.7

The corresponding percentage decreases for the six months ended June, 1932, are also reproduced in so far that it seems interesting to follow the working of the import tariff. These percentages were respectively, a loss of 13.8 per cent in imports, of 6 per cent in British exports, and 17.8 per cent in re-exports as compared with the first six months of 1931.

While the progressive fall in imports is in accordance with plan, it is disappointing to find that export trade has failed to react to the extent anticipated. The fall in re-exports, however, should cause no concern, because it is the natural corollary of compulsory restriction on the importation of certain articles which have always entered largely into the entrepot trade of the country.

Examining the figures in detail, it is found that the shrinkage of £101,000,000 in imports relates, as regards practically £70,000,000, to fully manufactured goods, the loss being fairly generally distributed. Main items, however, are a fall of £6,500,000 in iron and steel, £5,000,000 in cottons, £8,250,000 in woollens, and £10,000,000 in wearing apparel. There is a drop of £4,000,000 in raw materials, which is not too bad, although it indicates continued inactivity in certain industries. The reduction of £24,500,000 in "Food, Drink, and Tobacco" relates chiefly to meat, and luxuries like wines and tobacco.

Upon the other side, the decline in British export trade is similarly mainly concentrated on manufactured goods, the value of which was reduced by £14,000,000. More than half of this is concentrated on the item "vehicles" (including locomotives, ships, and aircraft). The return is, however, manifestly disappointing, because it indicates an actual fall, instead of the eagerly hoped-for recovery in export trade. The fall of nearly £3,000,000 in exports of raw materials is mainly due to a further contraction in the quantity of coal exported.

## IMPORTS FROM CANADA

Upon referring to the detailed nine months' returns of imports of selected commodities, mainly food, it is gratifying to find a substantial growth in Canadian consignments.



In the case of wheat, imports increased to 28,670,455 cwts. in comparison with 20,667,228 cwts. in the first nine months of 1931, although the aggregate imported declined by 6,000,000 cwts. Similarly barley shipments from Canada (1,798,238 cwts. against 868,544 cwts.) were practically doubled. Oats also increased from 901,091 cwts. to 1,754,426 cwts. As regards wheat flour, Canada resumed the position of chief supplier, although the quantity (2,724,592 cwts.) is about the same as last year.

In other directions, Canadian bacon jumped from 17,045 cwts. in the first nine months of 1931 to 158,692 cwts., although this remains merely a fraction of the 8,500,000 cwts. brought into the country.

Similarly, imports of Canadian cheese rose from 312,391 cwts. to 459,218 cwts., and the recovery in canned salmon continues, Canada supplying 115,318 cwts. out of the 254,000 cwts. from all sources.

A particularly promising item is the largely increased receipts of Canadian unmanufactured tobacco, which further advanced to 8,937,337 pounds from the important 1931 increase to 5,049,155 pounds.

## SCOTTISH MARKET FOR FEEDING STUFFS

G. B. JOHNSON, CANADIAN TRADE COMMISSIONER

### BRAN, MIDLINGS, AND SHORTS

Glasgow, October 19, 1932.—About 8½ per cent of the above-mentioned mill offals or wheat feeds used here are normally produced in this country, but it is a fluctuating trade. The ruling factor in the trade is often overlooked. The offals are a by-product produced in the manufacture of flour, and the quantity produced bears no calculated relation to any demand for them. They would still be made in the same quantity if there were no sale for them at all, and they had to be thrown away as is the dirt and fluff from the wheat. Cost is no factor in their price, which is entirely settled by what they bring in the open market as food for animals, this in turn being settled partly by the season, partly by the number of stock feeding in the district, and by competition with other feeding stuffs. They cannot be stored by the miller, but have to be sold within a month or so.

The question arises as to why offals should be exported to Great Britain when better prices may be obtained in Canada. The answer is that a flow of these by-products from overseas always tends to keep the British miller in check. The British miller produces about 90 per cent of the flour consumed in these islands, and the lower the price of bran goes in this country, the higher the price the British miller must ask for his flour, thus increasing the competitive power of imported flour. The question for the Canadian miller to decide then is whether or not the greater demand for his flour resulting from large supplies of imported bran here will compensate him for the lower prices obtained in the British market for his by-products.

During the summer just passed the demand for mill offals has exceeded the supply, and considerable business has been done in Canadian bran, middlings, and shorts. It is reported that that position was due to propaganda on the part of the British flour millers, urging that bran should be used as the basis of all cattle-feeding stuffs and should comprise at least 25 per cent of the ration. The idea has caught on better than was expected, and at times earlier in the year supplies of mill offals were very difficult to get. A minor reason for the increased demand for bran is the fact that to-day a dry feed is recommended for poultry feeding, and more bran is used for this purpose than in the mash of two or three years ago.

There is a fair, steady trade to be done in bran, middlings, and shorts. Price is the determining factor. Canada's chief competition in imported supplies comes from the Argentine, and Plate bran, Plate pollards, and Plate middlings are imported here in large quantities. The Canadian mill offal is considered to be slightly better than Plate, but not so good as home-produced.

Canadian exporters should ship their product in 1-cwt. (112 pounds, not 100 pounds) bags. They should also watch the moisture content and keep it as low as possible, not over from 12 to 14 per cent. This applies especially to shipments from Vancouver, which are a long time in transit.

The present price of Canadian bran is about £5 5s. per ton of 2,240 pounds c.i.f. Glasgow. The home product is selling at about £5 15s. ex mill. Plate bran is subject to a duty of 10 per cent, but even so is competitive in price. Middlings, known locally as "common thirds," are about 10s. per ton more. Shorts, or "fine thirds," are about the same price as bran, sometimes ruling about 5s. more.

#### LINSEED CAKE

There is a large and increasing demand for linseed cake. Normally there are three main sources of supply—home-produced, India, and the United States. It is, however, a highly fluctuating trade, and when it is profitable to do so seed is often imported from India, Egypt, and the Argentine and manufactured here. It is estimated that 20,000 tons of linseed cake were imported at Glasgow last year from India (Bombay); the Glasgow market consumed in all about 30,000 tons.

In all linseed cake a guaranteed analysis is essential. The Bombay product is guaranteed 39 per cent oil and albuminoids combined (oil 9 per cent, albuminoids 30 per cent). It may be added here that the "Expeller" cake, which is produced in thin flakes or pieces, is preferred to the old style of slab which had to be broken up before it was made ready for feeding.

A large Glasgow importer states that there were limited supplies of linseed cake imported from Canada many years ago, but he has not seen more than one or two shipments since the War. It is the opinion of the trade in Glasgow that the oil content in the Canadian product is too low, about 6 per cent, as compared with 9 per cent in the Indian. The result is that the Canadian cake is too hard and, apart from the lessened energy content, difficult to break up.

Linseed cake is usually shipped in 10-stone (140 pounds) or 2-cwt. (224 pounds) bags. The most recent price of Indian was £7 5s. per ton c.i.f. Glasgow. The price of the home product is usually at a slight premium over the Indian.

There is, as has been stated, an increasing market for linseed cake in this country. While there are occasional small lots coming from the Continent, no American cakes are being shipped to Scotland.

Cottonseed cake is also in demand. This is manufactured here, undecorticated, from Egyptian seed, or comes in, decorticated, from the Plate (analysis 9 per cent oil, 42 per cent albuminoids). Bean meal is another popular feeding stuff which Canada cannot supply. It comes mainly from China and Egypt.

#### DRIED GRAINS

There is a good demand in Scotland for dried grains. Sufficient supplies have usually been available from the local brewers and distillers, but with the decreasing output in recent years, and the closing down of the Scottish distilleries for a period, there is now an excellent demand for imported supplies. With supplies in the country decidedly limited, good business should result if prices are right.



One Glasgow firm reports the arrival of a choice shipment of brewers' dried grains from Canada during the past summer, and hopes that further business will follow.

The best method of packing is in cwt. bags. Recent prices for brewers' dried grains were about £5 7s. 6d. per ton c.i.f. Glasgow. Distillers' are slightly higher in price.

#### MAIZE MEAL

Usually maize is imported from the Plate and Danubian countries and ground locally. A margin of 15s. per ton is needed between the price of maize and maize meal, however, to make it profitable to do this. At present meal is only 10s. higher than maize, so the meal is being imported from South Africa.

#### ALFALFA MEAL

A report from the Canadian Trade Commissioner's office in London on this commodity was published in *Commercial Intelligence Journal* No. 1478 (May 28, 1932). So far as Scotland is concerned, this is a very small trade.

#### HAY

There has not been a large trade in Canadian hay in Scotland for a year or more, owing to plentiful supplies of Scottish hay. This year the crop has been both abundant and on the whole of good quality, so that, with a fairly large carry-over from last year, there is a glut on the market. No. 2 timothy from Canada, however, is always in some demand, provided the price spread between it and the best Scottish is within reasonable limits.

#### SUMMARY

In conclusion, it would appear that the best opportunity for Canadian shippers of feeding stuffs is in the wheat offals. The demand for these products has been heavy and the local millers have not been able to meet it. Brewers' and distillers' dried grains also offer an opportunity during the coming season. Linseed cake oil is becoming a popular cattle feed. If Canada can supply a product with sufficient oil, there is an expanding market here for this product.

#### POULTRY FEEDING STUFFS

*Whitefish Meal.*—This product comes mostly from Aberdeen by train, and is quoted at from £14 to £15 per ton ex station Glasgow. This is a high-grade product with a guaranteed analysis of 62 per cent albuminoids, 8.5 per cent phosphoric acid, and not more than 3.75 per cent oil and 2.75 per cent salt. Some fish meal is also manufactured in Hull and Grimsby on the East Coast, but none is imported from abroad.

Although fish meal was not in favour only ten years ago as a feeding stuff for animals, it is now used for cattle, hog, and poultry feeding, and when used as stipulated, in moderate quantities, gives very satisfactory results. It is important that the salt and oil content be as low as possible.

*Oyster Shell.*—This product comes mainly from the United States, and has a large outlet on the Scottish poultry food market. Glasgow in many cases supplies the markets of Leith, Dundee, and Aberdeen. Ground oyster shell is sold in two principal sizes, "small" for chick food, and "large" for poultry food. Some American firms also produce a "medium"-size oyster shell, and oyster shell powder, but the bulk of the trade is done in the large-size cracked oyster shell, which comes over in pieces about as large as one's little finger nail.

Oyster shell is packed in ordinary cwt. bags. Any Canadian offers must be delivered in Glasgow at less than £3 per long ton in order to compete. It is quoted wholesale at around £3 12s. 6d. In the opinion of the trade, Canadian firms should be able to get a share of the business, 95 per cent of which now goes to the United States. The Glasgow market can absorb several thousand tons per annum.

*Buttermilk Powder.*—Buttermilk powder, or dry buttermilk, is a poultry food which is growing in favour in this country. This product, as well as skimmed milk powder, which has also a limited sale, comes mostly from Holland. There have, however, been some satisfactory shipments of dry buttermilk from Canada, and the Dominion should be able to secure a larger share of the trade, at least when sterling exchange becomes more normal. Buttermilk powder is packed in ordinary cwt. bags, and is quoted at around £27 per ton c.i.f. Glasgow.

**MR. CROFT'S ITINERARY IN CANADA**

Mr. C. M. Croft, Canadian Trade Commissioner in Auckland, is at present on tour in the interests of Canadian trade with New Zealand. His itinerary is as follows:—

St. Catharines. . . . .Nov. 7 and 8	Regina . . . . .Nov. 17
Toronto . . . . .Nov. 9 and 10	Calgary . . . . .Nov. 19
Ottawa . . . . .Nov. 11 to 14	Vancouver . . . . .Nov. 21 to Dec. 6
Winnipeg . . . . .Nov. 16	

Canadian firms desirous of being brought into touch with Mr. Croft are requested to communicate, for Toronto, Winnipeg, and Vancouver, with the office of the Canadian Manufacturers' Association; for St. Catharines, with the Chamber of Commerce; and for the other cities with the Boards of Trade in the respective centres.

**PARCEL POST INSURANCE TO BRITISH WEST INDIES**

Arrangements have been completed by the Canadian postal authorities for an insurance service for parcels exchanged by the direct Canadian route between the Dominion and the British West Indian colonies of Bermuda, Jamaica, Trinidad, and Bahamas, under the same terms and conditions as are already in force for shipments to Leeward Islands, Grenada, and St. Vincent.

The scale of fees is 12 cents for insurance not exceeding \$50, and 30 cents for amounts exceeding \$50 but not exceeding \$100.

Service to Bermuda became effective on October 1, 1932, and to Jamaica on November 1. Service to Trinidad and Bahamas will begin December 1, 1932, and January 1, 1933, respectively.

**CANTEEN CONTRACTORS SYNDICATE TRADES EXHIBITION, DELHI, 1933**

R. T. YOUNG, CANADIAN TRADE COMMISSIONER

Calcutta, October 1, 1932.—The attention of Canadian manufacturers and exporters, particularly of foodstuffs and household requisites, is directed to a report from this office which appeared in *Commercial Intelligence Journal* No. 1437 (August 15, 1931), under the title "Indian Army Canteen Contractors Syndicate." This report outlined briefly the history of the Canteen Contractors Syndicate, and the part it played in supplying comforts to the British and Indian soldier in India—that is officers and non-commissioned officers and men, as well as messes and families.



It was with a view to better acquainting the clientele served by this organization that in July, 1931, it undertook a trades exhibition, more particularly of products which it was already handling. This exhibition served the further purpose of affording the contractor members an opportunity of inspecting the new lines which from time to time had been offered to the syndicate, but which it had no opportunity of bringing directly to the attention of the contractors. On the other hand, the individual contractor was not certain that he would be in a position to find consumers for such articles should he undertake to stock them; and therefore the idea of the exhibition.

In addition, at the first exhibition the syndicate exhibited a model married soldier's family's shop, but due to the restricted number of varieties offered, it was inadequately stocked. Broadly speaking, the Canteen Contractors Syndicate in India serves the same purpose in peace times as did the canteens of the British Expeditionary Forces in war times, and is prepared to carry on under active service conditions. With the resources of the manufacturers and the Canteen Contractors Syndicate behind him, the individual canteen contractor only needs the patronage of the messes in his station, and that of the married families, to become the universal provider.

The first exhibition held by the syndicate in July of last year was such a success that a great number of the exhibitors have requested that a similar exhibition be again undertaken, and the syndicate is now organizing its second and much larger Trades Exhibition to be held at Delhi from February 14 to 24, 1933. This exhibition will run concurrently with what is perhaps the greatest social event in India, the Delhi Horse Show, when crowds of visitors, army and civilian, attend from all parts of the country. Nearly one hundred manufacturers have already intimated their desire to be represented, and it is therefore advisable that Canadian manufacturers and exporters already doing business in this country, or who may be contemplating doing so, should lose no time in forwarding their applications for space. The exhibition of 1933 will not be confined only to those lines suitable for sale to military canteens and messes, but will include any interesting exhibits, preferably those of Empire origin.

The work of erection and organization of this Trades Fair is now in the hands of Messrs. L. A. Stronach & Co. (India) Limited, Stronach House, Graham Road, Ballard Estate, P.O. Box 652, Bombay, to whom all inquiries concerning the exhibition should be addressed. Correspondence with the syndicate relating to general matters should be addressed to the Managing Director, Canteen Contractors Syndicate Limited, P.O. Box 113, Macdonald's Buildings, Dunolly Road, Karachi.

## **CROP REPORTS FOR THE SCANDINAVIAN COUNTRIES AND FINLAND**

FREDERICK H. PALMER, CANADIAN TRADE COMMISSIONER

NORWAY

Oslo, October 17, 1932.—The grain crops in Norway are particularly good this year, all types of grain, with the possible exception of spring rye, yielding a crop above the average. Potatoes are also reported to give a good crop, being estimated at about 6 per cent above an average crop, the root crops also being above average. The hay yield is stated to be small, but as regards quality the crop is considered satisfactory, and on the whole for all agricultural products this year may be considered as one of the best crop years the country has had.

## SWEDEN

The harvesting of the autumn-sown grain in Sweden took place under favourable conditions, and the anticipations of an abundant and qualitatively good crop were realized. In the case of spring-sown grain the crops can, on the whole, be considered as satisfactory both as regards quantity and quality. The potato crops are reported as being good, and the root crops as considerably above medium, while the hay crops from cultivated fields average above medium and from natural fields medium.

## DENMARK

The crops in Denmark, with the exception of wheat in certain districts, may be considered as medium, while the potato yield is reported as being below medium, and the root crops as slightly above medium. Yields are slightly more satisfactory than was anticipated earlier in the year, this being due to the abundant rainfall during the first half of September. This is also the case with the hay crops, which, however, are still considered as under medium in spite of the improvement that has recently taken place.

## FINLAND

Weather conditions towards the end of the growing season were favourable to crops on the whole, although in certain districts the excessive rainfall caused some slight damage. Autumn-sown wheat is reported as yielding a crop above medium, while in the case of autumn rye the northern districts report a medium crop and the southern districts of Finland a crop slightly above medium. The spring-sown grain has suffered as a result of the wet weather, but has, in spite of this, yielded a crop above the average. The quality of the potatoes has to some extent been damaged by dry-rot, and the crops are reported as being about medium, as are also the root crops. The quality of the hay is stated to be good, and quantitatively the crops are reported to be medium in the case of cultivated fields and slightly below medium in the case of natural fields.

**WHEAT AND FLOUR SITUATION IN THE NETHERLANDS**

J. C. MACGILLIVRAY, CANADIAN TRADE COMMISSIONER

[NOTE.—One kilo equals 2.2 pounds; one metric ton equals 2,205 pounds; one guilder equals \$0.402 at par. All conversions are made at this rate]

Rotterdam, October 18, 1932.—Stimulated by low prices, the imports of Canadian wheat into the Netherlands have been heavy during the third quarter of 1932. Out of a total of 177,765 metric tons—the unit used throughout this report—67,328 tons or slightly more than 32 per cent was of Canadian origin. Arrivals from Argentina have been experiencing their seasonal decline, although imports from that country were in second place with 42,332 tons or roughly 23 per cent of the total.

In contrast with a year ago, imports from Russia have been small, having dropped from 37,064 tons to 4,722 tons, which, however, represented an increase in comparison with the second three months of 1932.

The quantity of wheat imported from Germany has, for that country, been exceptionally large. Imports credited to Belgium have also shown an increase. On the other hand, there has been a heavy decline from the United States; 38,120 tons in the April to June period of this year having shrunk to 7,761 tons during the succeeding three months.



Particulars regarding all imports for the second and third quarters of 1932, as well as the third quarter of 1931, are subjoined:—

Country of Origin	July-Sept., 1931		April-June, 1932		July-Sept., 1932	
	M. Tons	\$	M. Tons	\$	M. Tons	\$
Total . . . . .	226,559	4,983,600	187,698	4,146,400	177,765	3,501,600
Germany . . . . .	14,998	269,600	2,600	58,400	23,976	416,400
Belgium . . . . .	12,161	273,600	3,118	71,600	7,218	150,000
Russia . . . . .	37,064	760,000	1,077	19,600	4,722	100,000
Poland . . . . .	542	11,200	250	6,800	231	4,000
Bulgaria . . . . .	.....	.....	1,589	32,800	904	20,800
Roumania . . . . .	5,145	73,600	4,299	88,800	340	7,600
Canada . . . . .	29,347	721,200	27,808	619,600	67,328	1,327,200
Argentina . . . . .	37,541	815,600	85,313	1,870,400	42,332	813,200
United States . . . . .	55,704	1,232,400	38,120	844,000	7,761	161,200
Australia . . . . .	33,670	815,600	23,229	527,200	22,953	460,800

#### WHEAT IN STORAGE

Spot stocks of foreign wheat lying in Rotterdam are much below the level of a year and two years ago. Early in October, 1930, the total was 95,305 tons. At the beginning of the same month in 1931 this figure was 112,900 tons, while on October 8, 1932, it was only 35,880 tons, which is only slightly less than the quantity at the end of June. Out of present stocks 15,355 tons are from Canada; 14,765 tons from Russia; 3,500 tons from Hungary, with the balance represented by small parcels of Plate, hard winter, and German wheat.

#### WHEAT PRICES

Wheat prices in the Rotterdam market, in conformity with world conditions, have been moving downward. It is interesting to note the low level at which Manitobas have been sold. At the beginning of September sales were made in Holland at the following figures: Manitoba No. 2 Atlantic, afloat and for September delivery, 5.40-5.55 fl.; loco, 5.60 fl.; Manitoba No. 3, afloat and for September delivery, 5.45 and 5.47½ fl.; Manitoba No. 2 Pacific, afloat, 5.40-5.50 fl.; German wheat, loco, 4.80 fl.; for prompt delivery, 4.60-4.75 fl.; Bahia Blanca, loco, afloat and for September delivery, 5.40-5.60 fl. Australian wheat, loco, 5.80 fl. At the same time Dutch wheat was selling on the auction for from 4.75 to 5.75 fl., depending on quality.

During the fourth week of the month moderate quantities of Russian wheat were sold at 5.20 fl. loco; Manitoba No. 2, loco and afloat, brought 5.25-5.15 fl. In the course of the second week in October small quantities of Manitoba No. 2 Atlantic, loco and afloat, brought 4.95-5 fl.; Russian wheat, loco, 5 fl.; Bahia Blanca, afloat, 5.05 fl.; new harvest, January-February, 4.85 fl.; German wheat, 4.40 fl. and 4.35 fl.; and Dutch wheat, 4.30 fl.

All the foregoing quotations are per 100 kilos c.i.f. Rotterdam.

#### DOMESTIC WHEAT PRODUCTION

With an assured price for domestic wheat—which is approximately three times as great as the world market level—inland production has been the recipient of a strong stimulant. As a result the harvest of the 1932 crop will, it is estimated, yield approximately 380,000 tons in comparison with a normal outturn which never exceeded 150,000 tons. The mixing law which is now in force makes it necessary that Dutch millers use 25 per cent domestic wheat in their grist. On this basis some 180,000 tons will be purchased for the manufacture of flour at a cost of 16.35 fl. per 100 kilos. An additional 20,000 tons will be used for seed, which leaves a balance of roughly 180,000 tons, which is being sold by public auction and some of which has been sold to England. The prices realized have been approximately 4.50 fl. per 100 kilos, the producers being

paid the balance between this and the guaranteed price of 15 fl. from the funds of the Central Wheat organization.

#### LIMITATION OF ACREAGE

The cost of financing the current season's wheat crop will obviously be excessive, and in order to prevent a repetition of present conditions, it is planned to restrict the acreage which may in the future be sown with wheat. Accordingly, the Minister of Agriculture, under whose supervision the Wheat Act is administered, has issued an order covering the year 1933 whereby farmers will receive the high Wheat Act price from the yield of only one-third of the acreage which they had under wheat in 1932.

#### CONDITION OF THE CROP

The inland wheat crop was grown and harvested under good conditions, and a warm summer has resulted in the production of good-quality grain with the exception of a few localities where the kernels did not fill out properly, and in others where damage was reported from foot rot. The condition of the crop at the time of harvest was substantially above its average position at the same period during the past ten years.

#### FLOUR SITUATION

Since the free importation and unrestricted use of foreign flour were stopped by the passage of the wheat law, the trade in this product has dropped to comparatively insignificant proportions. During the last three months the market has been dead.

Unmixed foreign flour may still be employed for certain purposes, and bakers are authorized to use it up to a limit of 5 per cent. The formalities in connection with securing it are so onerous, however, that many of them waive the privilege and use home-milled flour only.

The weight and value of flour imports during the second and third quarters of 1932 as well as the third quarter of 1931 were as follows:—

Country of Origin	July-Sept., 1931		April-June, 1932		July-Sept., 1932	
	M. Tons	\$	M. Tons	\$	M. Tons	\$
Total . . . . .	23,614	728,400	7,407	244,800	7,060	208,800
Germany . . . . .	162	5,000	....	....	....	....
Belgium . . . . .	2,026	72,000	398	12,800	254	8,000
United Kingdom . . . . .	350	15,200	240	8,400	355	10,000
France . . . . .	12,563	304,800	2,289	61,200	2,622	61,200
United States . . . . .	6,599	255,200	3,627	135,200	2,975	105,600
Canada . . . . .	1,354	56,800	320	11,600	324	10,800
Australia . . . . .	27	4,400	515	14,800	275	8,000

#### HUNGARIAN CROP RETURNS

Mr. Henri Tureot, Canadian Trade Commissioner in Brussels, writes under date October 20 that a recent report issued by the Hungarian Ministry of Agriculture, and based upon details received up to August 26 last, indicates that the wheat harvest is placed at 15,940,000 metric quintals (one metric quintal is equal to 220·4 pounds) and is below medium. Rye and barley are above the average, the estimated figures being 8,140,000 and 7,270,000 metric quintals respectively. Maize is reported to be excellent with an estimated production of 26,180,000 metric quintals, potatoes better with 21,410,000 metric quintals, haricot beans good with 600,000 metric quintals, and sugar beet below the average with 9,550,000 metric quintals. Prospects for oats, fodder beet, and garden products are promising.



## MARITIME TRAFFIC OF BELGIAN PORTS

HENRI TURCOT, CANADIAN TRADE COMMISSIONER

Brussels, October 15, 1932.—During the six months ended June 30, 1932, as compared with the corresponding period of 1931, the effects of the depression on the activities of Belgian ports were greatly aggravated. Incoming goods amounted to 6,071,613 as against 6,789,900 (metric) tons in the first half of 1931—a regression of 718,287 tons, and outgoing goods totalled 4,924,355 as against 6,320,498 tons—a reduction of 1,396,143 tons. The maritime traffic of Belgian ports showed therefore a total decrease of 2,114,430 tons.

The figures relating to the total volume of incoming and outgoing goods respectively for the various Belgian ports in the first two half-years of 1932 and 1931, those for the latter period being within parentheses, were as follows: Antwerp, 4,453,710 (4,825,885) and 3,995,116 (5,147,864) tons; Bruges, 173,126 (300,445) and 6,690 (101,140) tons; Brussels, 203,248 (164,025) and 45,772 (47,596) tons; Ghent, 1,036,228 (1,241,838) and 729,260 (854,001) tons; Ostend, 99,175 (87,814) and 94,678 (63,788) tons; and Zeebrugge, 106,126 (169,893) and 52,839 (106,109) tons. The only progress observed was in the volume of goods shipped to the port of Brussels, and of goods shipped to and from the port of Ostend.

As regards the port of Antwerp, figures pertaining to cereals were maintained at practically the same level as in 1931, but decreases were noted in the other incoming commodity groups, whilst outward goods represented an increase of approximately 10 per cent in chemical products, and declines in the other commodities. At the port of Bruges, all imports, with the exception of chemical products, showed decreases, and all exports were reduced. The only advances noted in the maritime traffic of the port of Brussels were in connection with imports of mineral products and lumber. Imports into and exports from Ostend showed a slight increment, which was principally due to larger quantities of mineral products having been shipped to that port and of mineral and vegetable products having been forwarded abroad. Except for imports of lumber, mineral products, and machinery, and exports of living animals, all imports into and exports from Zeebrugge indicated declines. Finally, in the case of the port of Ghent, imports of mineral and chemical products and foodstuffs, and exports of vegetable products, represented increases, whilst all other incoming and outgoing goods showed decreases.

It may be added that during the month of June, in comparison with the previous few months, a slight improvement was noticed in the maritime traffic of the Belgian ports.

## WHEAT CULTIVATION IN GREECE

THEO. J. MONTY, ACTING TRADE COMMISSIONER

Athens, October 5, 1932.—The cultivation of wheat is of utmost importance in Greece, where production is far from satisfying local requirements.

The following table shows the average total production in metric tons of cereals for the past five years, 1927-31, as well as the estimated 1932 crops:—

Production	Wheat	Barley	Meslin	Oats	Rye
		Figures	in Metric	Tons	
Yearly average, 1927-1931 . . . . .	327,166	157,497	22,028	81,874	45,447
Forecasts, 1932 . . . . .	583,484	263,792	44,693	112,371	73,133
Increase . . . . .	256,318	106,295	22,665	30,497	32,686
Increase, per cent . . . . .	78.35	67.42	102.21	37.25	7.195

## INCREASED PRODUCTION, REDUCED IMPORTS

In order to understand the full significance of the foregoing figures, it must be borne in mind that the average imports of wheat into Greece during the last three years (bad crop years) amounted to 611,831 metric tons as against an average production during the same period of 308,902 metric tons. Should production coincide with the forecasted figures for the current year, imports will not exceed from 350,000 to 400,000 metric tons. It is anticipated that reduction in wheat imports will be even greater for the following reasons: (1) production this year is favourable, not only from the standpoint of quantity and quality but from that of suitability for bread making; (2) crops of other cereals consumed by the peasants are favourable; and (3) the mixed quality of the bread consumed in the cities will result in a saving of approximately 70,000 tons per annum. A contemplated reduction of imports of some 250,000 metric tons represents an enormous saving in foreign exchange in the present crisis.

The high quality of this year's yield of seeds, which is in general superior to that of the old seeds, is attributed in part to favourable climatic conditions.

The seed question has been given special attention by the Agricultural Institute, recently established and subsidized. After several years' experiments the varieties Canberra (Australia), and Mentana and Colonia (Italy), and Cyprus wheat have been selected for seeding purposes, and their use has resulted in higher yields.

## MODEL FARMS

It has not been an easy matter to overcome the innate prejudice of the farmer against new methods of agriculture, but this has been achieved through the agency of the model farms.

The agricultural service selects the most progressive farmer of a community and enters into an agreement under which the State supplies him with agricultural implements, seed, fertilizers, etc., free of charge, provided his land is cultivated in accordance with given instructions. The system has been very successful. Some 1,740 model farms have been thus established, and the yields therefrom are more than double those of neighbouring fields cultivated along conservative and traditional lines.

The same procedure is followed on a much larger scale in the case of model communities for the cultivation of wheat. Five centres of this nature have been established. Not only has the State encouraged increased production, but in addition it has undertaken to secure remunerative prices for the producers.

## STATE ASSISTANCE

Assistance to wheat growers was first given by the State in 1927, but it was rather in the form of intervention than protection. Millers and dealers in flour found Greek wheat unsuitable in many respects, and, due to its being grown from degenerated seed, were averse to purchasing it. The State therefore intervened with the object of marketing the Greek wheat, without, however, adequately protecting the producers. As a result of the mode of intervention adopted, the State was forced to establish a large number of credits for the purchase of wheat, but no great advantage appeared to accrue to the producers, who gradually lost interest in the scheme.

Meantime the world crisis came on, and large world wheat stocks seriously affected local production. While Greece was making superhuman efforts to develop the cultivation of cereals, there was great danger of the farmers becoming completely discouraged. Independently therefore of its agricultural policy the Government found it necessary to institute measures for the protection of the wheat-producing industry.



## WHEAT PROTECTION

The protection of cereal production began, strictly speaking, during the period from 1929 to 1931. In 1929 the original law for the pooling of wheat was amended. An effort was made to stabilize prices. The method of pooling was extended, and expenditures, previously charged to the State, are at present absorbed by the consumers through an ingenious system. The duty on imported wheat was simultaneously increased.

These radical measures have proven effective, while at the same time they have stimulated the efforts of the farmers. So successful has been the system established for the protection of domestic wheat that prices have actually exceeded those received for foreign wheat. The following table shows the quantities of wheat pooled during the last five years together with average prices paid:—

Year	Quantity Pooled Okes*	Average Price in Drachma† per Oke
1927.. . . . .	2,338,000	7.00
1928.. . . . .	6,430,000	6.73
1929.. . . . .	9,356,000	6.70
1930.. . . . .	19,300,000	6.70
1931.. . . . .	29,500,000	6.00

\* One oke is equal to 2.8264 pounds.

† Approximately 75 drachmae equal one Canadian dollar at the stabilized rates prevailing during the periods mentioned.

## WHEAT POOLING

The pooling is conducted by the Central Committee and the local commissions directly on behalf of producers. The expenditure involved by the pooling represents (1) deficits resulting from the high price of domestic wheat as compared with foreign wheat; (2) interest on the funds utilized; and (3) actual pooling expenses (staff, transport charges, taxation, insurance, storage, etc.).

## TRADE OF GREECE, JANUARY TO JUNE

THEO. J. MONTY, ACTING TRADE COMMISSIONER

Athens, October 10, 1932.—According to the trade statistics published by the Greek Ministry of National Economy, the foreign trade of Greece for the first six months of 1932 shows a marked decrease from the figures for the corresponding period of the preceding year. As shown in the following table, imports declined from 4.5 billion to 3.8 billion drachmae, and the exports from 1.9 to 1.5 billion drachmae:—

Jan.-June	Imports		Exports	
	M. Tons	1,000 Drachmae	M. Tons	1,000 Drachmae
1931 .. . . . .	1,254,752	4,482,956	230,328	1,912,170
1932 .. . . . .	1,347,577	3,868,674	194,462	1,511,573

Lower values of both imports and exports are largely accounted for by a decline in prices. Although imports increased quantitatively by 100,000 metric tons, values were less by 600,000,000 drachmae. Exports decreased in both quantity and value. The total trade shows an increase in quantity of approximately 60,000 metric tons, with a drop in value of one billion drachmae. The increase in the quantity of goods imported may be attributed principally to the efforts of importers to bring in ordered goods before the restrictions on these imports came into force.

The decrease in foreign trade has brought about an improvement in the country's unfavourable balance of trade. This improvement, however, cannot be taken as an indication of a better trade situation, as Greece's exports which are necessary to this country, especially in these difficult times, have suffered substantially.

Another adverse factor is the depreciation of the Greek currency. The drachma, which until April 28 was kept officially at the stabilized rate, approximately 1.3 cents, had dropped to half this value on the international money markets.

## TRADE BY COUNTRIES

The principal countries trading with Greece during the first six months of 1932 and 1931 are shown in the following table:—

	Greek Imports		Greek Exports	
	January to June 1932	1931	January to June 1932	1931
	In Thousands of Drachmae			
United Kingdom.. . . . .	529,971	607,839	174,361	140,489
United States.. . . . .	464,567	453,093	177,114	246,648
Roumania . . . . .	456,336	217,987	13,565	19,930
Germany . . . . .	392,225	535,484	248,431	338,679
Russia . . . . .	310,595	347,897	5,208	8,634
Italy . . . . .	236,616	270,241	228,481	340,788
France . . . . .	195,252	289,788	61,540	158,962
Yugoslavia.. . . . .	151,630	167,441	6,883	17,317
Turkey . . . . .	151,243	229,893	1,953	8,778
Belgium . . . . .	148,058	178,209	23,454	30,732
Czechoslovakia.. . . . .	134,348	137,467	53,506	30,383
Netherlands . . . . .	100,841	65,718	175,927	195,696
Austria . . . . .	70,240	62,942	177,878	179,149
Sweden . . . . .	69,616	69,998	23,487	4,874
Canada . . . . .	67,885	216,700	593	2,363

Although Canada ranked ninth among the countries supplying imports into Greece for the first six months of 1931, it has lost place due to the decrease in its wheat shipments to that country in the 1932 period.

As may be noted from the following table of imports of wheat into Greece, the Balkan countries have displaced Canada to a very large extent as suppliers of wheat, while the United States has been regaining ground previously lost. This is due principally to the trade policy that Greece has adopted of bartering its goods. It must, however, be noted that these figures do not take into account any exports of Canadian wheat shipped from other than Canadian ports:—

	January to June, 1932		January to June, 1931	
	M. Tons	Drachmae	M. Tons	Drachmae
United States . . . . .	126,347	294,401,735	99,881	238,823,392
Canada.. . . . .	31,115	67,337,672	89,409	214,874,660
Russia.. . . . .	64,848	116,102,681	79,051	168,392,150
Australia . . . . .	6,710	13,183,260	37,695	82,387,386
Argentina.. . . . .	11,584	20,332,980	27,749	54,303,050
Yugoslavia . . . . .	26,785	55,857,681	3,121	6,306,772
Hungary . . . . .	14,180	24,942,520	602	1,384,500
Roumania.. . . . .	32,682	63,798,136	2,946	7,298,901
Turkey . . . . .	5,545	13,131,778	3,101	8,308,686
Bulgaria . . . . .	.....	.....	1,990	4,670,299
Other countries . . . . .	11,516	23,126,823	1,653	3,987,030
Total.. . . . .	331,312	692,215,266	347,198	790,736,826

The United States and the Balkan countries have increased their tonnage of wheat exports to Greece, whereas in the case of Canada, Russia, Australia, and Argentina these have decreased, Canada being the greatest loser.

The total imports of wheat have decreased, while the imports of maize have largely increased, due to the lower price of maize (approximately a quarter that of wheat), but especially to the fact that it is imported duty free for certain parts of the country where crops have sustained damage.



The following tables show the principal items of trade between Canada and Greece for the first six months of 1932 as compared with the same period for 1931:—

*Greek Imports from Canada*

Commodity	Jan.-June, 1932		Jan.-June, 1931	
	Kilograms	Drachmae	Kilograms	Drachmae
Fish . . . . .	5,679	55,000	961	60,000
Lobsters . . . . .	.....	.....	16,060	340,000
Codfish (Labrador) . . . . .	.....	.....	149,368	1,158,700
Wheat . . . . .	31,115,035	67,337,672	89,409,186	214,874,660
Wheat flour . . . . .	.....	.....	32,689	118,730
Agricultural implements and machinery . . . . .	81,422	325,000	9,031	96,700
Automobiles . . . . .	.....	.....	1,010	55,000
Woodpulp . . . . .	19,675	160,000	.....	.....
Other articles . . . . .	198	7,328	.....	.....
Total . . . . .	31,222,000	67,885,000	89,618,305	216,703,790

*Greek Exports to Canada*

Commodity	Jan.-June, 1932		Jan.-June, 1931	
	Kilograms	Drachmae	Kilograms	Drachmae
Black raisins . . . . .	.....	.....	18,864	181,500
Olives . . . . .	6,673	53,000	13,624	154,350
Leaf tobacco . . . . .	.....	.....	1,733	65,000
Spirituous beverages . . . . .	235	9,200	1,547	79,800
White mastic . . . . .	.....	.....	500	35,000
Rabbit skins . . . . .	138	530,800	127	674,000
Woollen carpets . . . . .	.....	.....	3,510	1,174,000
Total . . . . .	7,046	593,000	39,905	2,363,650

**TRADE DEVELOPMENTS IN GREECE**

THEO. J. MONTY, ACTING TRADE COMMISSIONER

Athens, October 10, 1932.—Greece is numbered among the many countries which due to depressed economic conditions have been forced to adopt extreme measures in order to safeguard their currencies, domestic production, and foreign trade. Not only has it monopolized and controlled the granting of exchange, but has also prohibited the export of foreign exchange to pay for its commercial obligations abroad. Restrictions have likewise been imposed on the withdrawal of foreign currency deposits from the banks. Apart from these measures, Greece has denounced commercial treaties which it was no longer capable of living up to, and quota restrictions were applied on most commodities imported, whereby some were excluded and imports of others limited. These and similar restrictions in other countries have resulted in a serious decrease in the foreign trade of Greece and a shortage of exchange which was accentuated by a drop in the invisible exports of the country. Because of these conditions, which threatened to disrupt the financial structure of the country, Greece has definitely adopted the principle of the barter of its goods in exchange for its needed imports.

Conventions have been concluded with Austria, Czechoslovakia, and Germany whereby trade between these countries and Greece can only be conducted on the basis of exchange of products, the clearing of the relative accounts to be effected through the central state banks of the countries concerned.

These conventions have been followed by a recent agreement with Yugoslavia which is but a further step in this direction. In return for lowered tariffs in Yugoslavia on certain Greek products such as currants, figs, oils, and certain guaranteed purchases of Greek tobacco by the tobacco monopoly, Greece will

allow entry of Yugoslavian exports on the basis of partial compensation—100 Yugoslavian imports to 35 Greek exports. As Greece formerly obtained approximately 7 per cent of its imports from Yugoslavia, it is hoped that by the recent convention a more favourable balance of trade will be established and that trade between the two countries will be stimulated.

## QUOTATIONS ON WOOD PULP AND OTHER PRODUCTS FOR CENTRAL AND SOUTH AMERICA

An export firm in Los Angeles, who will operate a steamship service from January to May from the West Coast of Mexico to Vancouver and Victoria, wish to receive quotations f.a.s. in bond Vancouver and New York from Canadian firms on wood pulp or other products for Central or South American trade.

### WHEAT CAMPAIGN IN PERU

C. S. BISSETT, CANADIAN TRADE COMMISSIONER

Lima, Peru, October 17, 1932.—A Peruvian law promulgated October 10, 1932, creates a special government department to handle the free distribution to farmers in selected districts of wheat of special grades and varieties suitable for bread-making purposes. The plan is to make Peru ultimately self-sufficing in the matter of wheat, and the law provides that national millers will be obliged to purchase all domestic wheat of suitable type. The plan will be financed by State participation, ranging from 10 to 50 per cent, in the sales returns of local wheat above the set basic price of S/120 per metric ton, in accordance with the price received. Moreover, supplementary duties of  $\frac{1}{2}$  centavo per gross kilo on all wheat imported, and 4 centavos per gross kilo on all wheat flour imported, have been imposed by this law. To offset loss of customs revenue now obtained from imported wheat, the millers will be required to pay S/10 per metric ton for all wheat delivered at the mill. The problem of the erection of elevators for handling the grain in the principal producing centres is being studied as well. It is not likely that this measure will decrease very much the import of wheat until the end of 1933, but a vigorous prosecution of the plan should very shortly make the country self-supporting in this staple article of food.

### TRADE OF BOLIVIA IN 1930

C. S. BISSETT, CANADIAN TRADE COMMISSIONER

[NOTE.—One boliviano in 1930 was equal to \$0.39 United States]

#### EXPORTS

Lima, September 7, 1932.—The combined four quarterly reports of the import and export trade of Bolivia in 1930 show a sharp decrease in the value of both branches. The total trade for the year as compared with 1929 is as follows:—

	Value in Bolivians		
	1930	1929	Decrease 1930
Imports . . . . .	58,134,613	71,417,274	13,282,661
Exports . . . . .	101,561,417	140,007,039	38,445,622
Total trade . . . . .	159,696,130	211,424,313	57,728,283
Trade balance . . . . .	43,426,804	68,589,765	25,162,961

As illustrated, the total trade in 1930 decreased by almost 27 per cent, of which exports accounted for much the larger proportion. The favourable trade



balance was cut by a third, which was a serious matter considering the country's internal economy. A large trade balance is essential, and that for 1930 was not nearly sufficient to balance accounts, with the result that severe measures had to be taken in the latter part of 1931 to restrict imports to those "necessities not produced in the country." Rigid control is still exercised over the sale of drafts in foreign currency by the Bolivian Exchange Control Commission, with the result that imports for both 1931 and 1932 at least will show further sharp decreases.

Total exports in 1930 amounted to 138,456,447 kilos valued at Bs.101,561,417 as compared with 160,284,487 kilos valued at Bs.140,007,039 in the previous year.

Exports of live animals totalled 4,978,644 kilos (Bs.949,910) as against 4,520,355 kilos (Bs.694,233) in 1929. Practically the whole of this group was made up of exports of cattle in both years. Details of the countries of destination are not given, but it is probable that Argentina absorbed the greater part for re-export abroad.

An increase of more than 90 per cent occurred in the exports of foodstuffs and beverages—from 1,133,095 kilos (Bs.281,227) to 1,533,452 (Bs.538,548)—although the total is but a very small portion of the total exports. An increase of shipments of dried fruits from Bs.213,318 in 1929 to Bs.489,539 was responsible for the greater importance of this item. The remainder is made up of various cereals, coffee, and potatoes in small amounts.

Metals and primary products alone accounted for 85 per cent of the total exports in 1930 and 87 per cent in the previous year, the figures being 118,843,044 kilos (Bs.86,492,152) and 144,760,026 (Bs.121,767,484). Tin is by far the most important metal recovered, the value in 1930 being Bs.74,866,163 and in 1929 Bs.102,602,179 or 73 per cent of the total exports in each year. As a result of the decline in exports of this product, the purchasing power of the country has fallen to a low level, as witnessed by the progressively large decreases in imports for each succeeding quarter of the year under review. Nor was there any improvement in 1931, as the mining did not improve its position during that period.

Copper, the second most important metal normally, dropped from Bs.5,336,927 in 1929 to Bs.2,241,699 in the year under review. Lead also decreased from Bs.3,632,735 in 1929 to Bs.2,261,906, but zinc rose from Bs.468,613 to Bs.1,258,383—the only metal to show a betterment of position during the year.

The exports of india-rubber declined from Bs.2,894,991 in 1929 to Bs.1,731,846 in 1930. Coca leaves for the manufacture of cocaine products slightly increased in value from Bs.1,058,581 to Bs.1,108,095. Salted hides showed a decline in the total, having been Bs.1,047,440 in 1929 as compared to Bs.799,089 in the following year.

#### DESTINATION OF EXPORTS

Of Bolivia's total exports in 1930 and 1929 valued at Bs.101,561,417 and Bs.140,007,039 respectively, shipments to the United Kingdom constituted 76.47 per cent in the former as against 77.22 per cent in the latter year. The other chief countries of destination in order of their importance were as follows, percentages absorbed by each in 1929 being shown in parentheses: United States, 12.97 per cent (13.93); Argentina, 2.73 per cent (2.03); Belgium, 2.44 per cent (3.54); Germany, 2.37 per cent (1.36); and Brazil, 1.20 per cent (0.84).

#### IMPORTS

[Values placed within parentheses are for the year 1929]

The total value of Bolivian imports for 1930 amounted to Bs.58,134,613 as compared to Bs.71,417,274 in the preceding year, which constituted a decrease of over 18 per cent. Almost all groups shared in this decrease.

*Animals, Foodstuffs, and Tobacco.*—Wheat flour is the largest single item in this import group and second in all groups. Its import value in 1930 amounted to Bs.3,289,532 as compared with Bs.3,864,220 in 1929. Modern flour mills have since been established in the country, and duties have been raised, with the result that the demand for flour is supplied almost wholly at the present time by the locally milled product. Imports of fresh and condensed or evaporated milk or cream of all kinds totalled Bs.266,219 (Bs.404,543)—a sharp decrease due to a greater local abundance of and better distribution of this product. In the live animals section, the import of cattle totalled Bs.681,640 (Bs.990,762).

*Minerals, Metal Products, and Jewellery.*—Every one of the chief items in this moderately important group showed a considerable decrease in value from the previous year. Iron piping and tubing, black, galvanized, painted, or covered with any common metal, was the principal item in the group with a value of Bs.999,742 (Bs.1,146,132), followed by iron bars, rods, beams, sheets, and plates, corrugated, polished, or dipped in other metals, valued at Bs.673,789 (Bs.959,257). The same item, but unpolished and imperforated, amounted to Bs.257,421 (Bs.558,439). The two remaining noteworthy items are in the tools section, artisans' tools having been valued at Bs.383,166 (Bs.417,303) and agricultural and garden tools at Bs.184,392 (Bs.223,017).

*Machinery.*—Due to the outstanding importance of the mining industry in Bolivia, the imports under this heading are of fairly large proportions. The largest single item in the trade returns is boilers and steam motors of all kinds, including tenders; ore-crushers, stamp-mills, and other mining machinery; excavating, perforating, and grinding machines; elevators, winches, and cranes; and miscellaneous machinery. As witness to the decreased mining activity the value of this item dropped to Bs.3,572,966 (Bs.5,279,309), or about one-third less than in the former year. Electric dynamos, motors, commutators, discharging rods, transformers, and turbines come next in value at Bs.689,820 (Bs.773,872), followed by electric or motor pumps, windmills or wind motors, including towers and piping, totalling Bs.323,460 (Bs.323,180). Typewriters and adding machines amounted to Bs.201,328 (Bs.305,809). Copper cable or wire insulated with paper, cotton, or rubber, had a value of Bs.197,533 (Bs.264,826), and belting of rubber, leather, or canvas had a value of Bs.184,495 (Bs.331,129).

*Vehicles and Railway Material.*—A very large decrease occurred in this group in the year under review, and it applied to every important item in it. Trucks, lorries, and auto-tractors was the chief item in 1930 with a value of Bs.583,033 (Bs.979,809). Passenger cars came second in the automotive section with a total of Bs.494,804 (Bs.891,658), followed by auto parts and tools totalling Bs.222,931 (Bs.326,924), and rubber tires of all kinds amounting to Bs.235,191 (Bs.331,467).

*Wood and Wood Products.*—A large diminution under this heading occurred in the year under review. Construction, both public and private, decreased notably, and the normally large requirements of the mines fell off due to appreciable curtailment of mining activity. The principal item, ordinary unplanned lumber of common woods, dropped sharply to Bs.756,217 (Bs.2,125,814). Planned lumber of the same kind fell off to Bs.77,276 (Bs.159,676). Unplanned lumber of fine woods increased to Bs.110,331 (Bs.65,377). Furniture of fine woods totalled Bs.41,220 (Bs.67,565), and of common woods Bs.27,949 (Bs.58,707).

*Paper and Paper Products.*—Writing paper of various kinds and uses, either white or coloured, was the principal item in this group, with a value of Bs.111,224 (Bs.169,144). Wrapping paper had a total value of Bs.63,076 (Bs.89,532).



Newsprint amounted in value to Bs.40,534 (Bs.56,495); wallpaper to Bs.36,224 (Bs.41,206); and glazed paper for lithographing to Bs.23,490 (Bs.61,354).

*Cotton and Cotton Products.*—The largest item in this group was fancy cotton piece goods weighing more than 8 kilos per 100 square metres with a value of Bs.2,444,420 (Bs.2,759,924), followed by plain cotton piece goods weighing 7 or more kilos per 100 square metres totalling Bs.2,023,957 (Bs.2,441,393).

*Hides, Skins, and Leather Products.*—Furs or skins made up into articles of clothing amounted to Bs.69,555 (Bs.56,202), and cattle, horse, and similar cured, tanned or dyed hides and leathers, varnished or enamelled, split and fleshed, were valued at Bs.42,886 (Bs.42,475). Calf skins of the same kind totalled Bs.27,593 (Bs.41,945). Cardcases, pocketbooks, handbags, tobacco pouches, music rolls, and similar small leatherware amounted to Bs.41,719 (Bs.58,114).

#### CANADA'S TRADE WITH BOLIVIA

It is impossible to indicate either the total amount of Bolivia's imports from Canada in 1930 or the commodities concerned, as no indication of the countries of origin is given in the four quarterly trade returns, either in the form of a covering table or in each respective import item. The total Canadian share in 1929, however, is shown as valued at Bs.7,905, equivalent to about \$3,083 more or less.

### ASSISTANCE THAT CAN BE GIVEN BY CANADIAN TRADE COMMISSIONERS

Many manufacturers and exporters apparently are not fully advised as to the valuable services that can be rendered by Canadian Trade Commissioners. The following is published with a view to rendering the activities of Canadian Trade Commissioners of greater use to manufacturers and exporters generally.

#### COMMERCIAL INFORMATION

1. Manufacturers and exporters can receive up-to-date information through the *Commercial Intelligence Journal* or by direct correspondence with the Department or any of the Canadian Trade Commissioners as to:—

- (a) The present and prospective demand for their goods.
- (b) Foreign and local competition (with specimens, catalogues and prices).
- (c) Details of best selling methods.
- (d) Reports on foreign buyers, though the Department cannot assume any responsibility in any opinions expressed by Trade Commissioners. They, however, will use their best endeavours to advise exporters as to the standing of such firms.
- (e) Specifications of articles in particular demand.
- (f) Inquiries for goods, and by means of an efficient system for collecting such inquiries the names can be obtained from time to time from the Commercial Intelligence Branch of the Department at Ottawa.

#### AGENTS, BUYERS, AND DISTRIBUTORS

2. Trade Commissioners will also:—

- (a) Recommend to intending exporters the names of responsible parties in a position to act as agents or buyers and distributors.

- (b) Give every possible assistance to such agents, etc., and will introduce them to influential individuals or associations who may be in a position to buy goods from Canada.
- (c) Give confidential information, when so requested, as to the activities of agents appointed by Canadian exporters, or firms to whom sales have been, or are being, made.

3. Trade Commissioners can assist in advising Canadian exporters and manufacturers:—

- (a) As to the best media in which to place advertisements and the form which such advertisements should take, i.e., their adaptation to the special requirements of the community.
- (b) In the display of catalogues, price lists and samples where they can be seen by potential buyers.
- (c) As to the distribution of trade literature and its probable cost.

#### GENERAL

- 4. (a) Trade Commissioners will always be glad to receive visitors from Canada and introduce them to possible buyers or agents, or put them in touch with such experts as legal advisers, interpreters, and shipping and banking representatives.
- (b) The good offices of Trade Commissioners can always be invoked with a view to settling difficulties which may arise between the Canadian exporters and buyers abroad.
- (c) Trade Commissioners will at any time provide such information as may be available as to freight rates, customs, port dues, etc., so as to enable Canadian firms to quote prices for delivery overseas. They will be glad also to provide information respecting cost of travel, regulations applicable to commercial travellers, packing, and marking of goods, shipping accommodation, storage arrangements, and any other foreign government regulations or conditions which have to be complied with.

#### FINANCIAL ARRANGEMENTS

5. Particulars can be obtained with regard to:—

- (a) Terms of credit which may be given to foreign buyers.
- (b) Financial houses and banks who will discount bills or give credit.
- (c) Regulations governing the recovery of debts in foreign countries.

#### AUSTRALIAN TENDERS

Copies of tender forms and specifications have been received from Trade Commissioner D. H. Ross, Melbourne, for material required by the Postmaster-General's Department, Melbourne. These tender forms and specifications are open to the inspection of interested Canadian manufacturers at the Department of Trade and Commerce, Ottawa.

Tenders should be promptly mailed to the Deputy Director, Posts and Telegraphs, Melbourne, Australia, by registered post and endorsed "Tenders for Loading Coil Pots, Schedule C.892."

Particulars of the requirements are briefly outlined thus:—

Loading coil pot in accordance with special conditions and specification No. 636; various coils with an inductance of 88 millihenries per coil. Various quantities for delivery at Sydney, New South Wales, and Melbourne, Victoria. (Tenders close January 10, 1933.)



## TARIFF CHANGES AND CUSTOMS REGULATIONS

### Irish Free State Tariff Increases

Mr. John H. English, Canadian Trade Commissioner in Dublin, writes under date October 20, 1932, that, when the Irish Free State Dail reassembled yesterday, the Minister for Finance moved seven financial resolutions, imposing some thirty customs duties, and making minor adjustments in the existing tariff rates. The new duties become effective as from to-day, and in some instances provision is made for the free importation of articles used for manufacturing purposes under individual licences issued by the Ministry of Industry and Commerce.

The principal duties affecting imports from Canada are as follows:—

	New Rate		Old Rate	
	Full	Pref.	Full	Pref.
Glue and size . . . . .	50%	33½%	Free	Free
Fillers and flats for egg cases..	30%	20%	Free	Free
Picture frames of wood.. . . .	75%	50%	50%	33½%
Metal coffin plates . . . . .	50%	33½%	Free	Free
Force and lift pumps of brass; milk and lime pumps of brass; hose fittings and valves of brass . . . . .	50%	33½%	Free	Free
Builders' woodwork, including planed or dressed flooring, sheeting, etc* . . . . .	50%	33½%	22½%	15%
Roof felting and substitutes ..	37½%	25%	15%	10%
Cordage, excluding binder twine	30%	20%	15%	10%
Compositions of plaster of paris				
Sq. yd.	9d.	6d.	6d.	4d.
Sparking plugs. . . . .	33½, plus 1s. 6d.	22½%, plus 1s.	33½%	22½%
Empty sacks . . . . .	37½% or 1½d. ea.	25% or 1d. ea.	Free	Free
Underclothing of silk for women . . . . .	90%	60%	45%	30%

\* Flooring, sheeting, etc., was formerly free.

Imports from Canada are subject to the preference rates of duty, if accompanied by certificates of origin required by the Irish Free State customs authorities.

### New Zealand Tariff Changes

With reference to the report in *Commercial Intelligence Journal* No. 1499 of October 22, page 672, on New Zealand tariff changes, further information cabled by the Acting Trade Commissioner is to the effect that the former British preferential tariff rates on confectionery, apparel, hosiery, and silk and artificial silk piece goods, are not changed as regards imports from Canada, Irish Free State, Union of South Africa, Newfoundland, or India. The rates on these goods quoted in the column headed "New British Preferential Tariff" apply to the United Kingdom and British colonies.

### Jamaica Increases Preferences

Mr. F. W. Fraser, Canadian Trade Commissioner in Kingston, Jamaica, cabled on October 27 that the Legislative Council of that colony had passed an act amending the customs tariff in conformity with the agreement reached at Ottawa during the recent Imperial Economic Conference. While full details of the tariff changes have not been received, it may be stated that the preferences to be accorded to Canadian products are shown in Schedule D of the trade agreement between Canada and the United Kingdom. Compared with the formerly existing margins of preferences they are:—

	Margins of Former Margin	Preference New Margin
Rubber boots and shoes and canvas boots and shoes, rubber soled . . . . .	5% ad val.	1s. per pair
Motor vehicles and parts, including rubber tires . . . . .	5% ad val.	20% ad val.
Hosiery of cotton or artificial silk . . . . .	5% ad val.	6d. per pair.
Hosiery of silk . . . . .	5% ad val.	9d. per pair
Other apparel . . . . .	5% ad val.	10% ad val.
Condensed milk . . . . .	1s. 6d. 100 lb.	10% ad val.
Hardware . . . . .	5% ad val.	10% ad val.
Shooks . . . . .	None	10% ad val.
Lumber, rough . . . . .	2s. 3d. M ft.	10% ad val.
Lumber, dressed . . . . .	3s. 6d. M ft.	10% ad val.

### Increased Motor Car Preferences in British West Indies

Mr. W. F. Bull, Acting Trade Commissioner at Port of Spain, cables that the following increased tariff preferences have been made in Antigua and St. Vincent on motor vehicles in pursuance of Article 8 of the trade agreement between Canada and the United Kingdom, which provided that the United Kingdom would ask certain colonies to grant increased tariff preferences to Canada including the creation of a margin of 20 per cent ad valorem on motor vehicles and parts including tires.

In Antigua, the general tariff has been increased from 15 per cent ad valorem to 30 per cent ad valorem; and in St. Vincent from 22½ per cent ad valorem to 35 per cent ad valorem. The British preferential tariff, applicable to Canada, remains as before, namely, 10 per cent ad valorem in Antigua and 15 per cent ad valorem in St. Vincent. In St. Vincent motor cars *wholly* of British (including Canadian) origin are only 5 per cent ad valorem. There is a surtax of one-tenth of the duties in Antigua and of one-eighth of the duties in St. Vincent, which apply to preferential and general tariff rates.

### New Preferential Duties in Trengganu (Unfederated Malay States)

Mr. G. R. Heasman, Canadian Trade Commissioner, Batavia, Java, advises that the Unfederated Malay State of Trengganu inaugurated preferential import duties effective July 13, 1932. The articles accorded preference and the present rates of duty thereon are the same as those published for Kelantan in *Commercial Intelligence Journal* No. 1490 (August 20, 1932), page 335.

### Danish Import Restrictions

Mr. Shirley G. MacDonald, Assistant Trade Commissioner in Oslo, reports under date October 13, 1932, that on October 10 the Danish Government announced that new currency restrictions will take the place of the present ones, under which it is necessary for importers to obtain permits for foreign goods imported into Denmark, and which are in effect until November 1, 1932. (See *Commercial Intelligence Journal* No. 1455 (page 984), No. 1463 (page 191), No. 1466 (page 342), and No. 1494 (page 487).) The new restrictions, under which the Ministry of Trade will be authorized to regulate all imports, are to be effective until April 1, 1934.

Under the new law the present currency restrictions, which are under the control of the National Bank, will be abolished and a board consisting of three directors and a board of directors chosen by the different trade organizations will be set up. This board will be under the direct supervision of the State through the Ministry of Trade.

Emergency tariffs on meats, vegetables, footwear, artificial silk, textiles, radios and supplies, and other goods are also proposed.



### Swedish Milling Regulations

With reference to the report in *Commercial Intelligence Journal* No. 1487 (July 30, 1932), page 198, Mr. Shirley G. MacDonald, Assistant Trade Commissioner in Oslo, advises that the percentage of Swedish wheat and wheat flour which must be mixed with the imported product has recently been largely increased. In accordance with a Swedish Royal Resolution of August 30, 1932, the percentage was increased for the "milling period" September 1 to September 16, 1931, from 60 to 80 per cent. The lower so-called "minimum percentage" allowed in the case of wheat for short intervals or special lots was increased from 50 to 60 per cent. The proportion of domestic products required in the case of rye and rye flour was increased from 30 to 90 per cent.

For the "milling period" September 16 to October 15 the proportion of Swedish wheat and wheat flour was further increased by a resolution of September 16 to 85 per cent, and to 65 per cent in the case of wheat for short intervals or in special lots. The proportion of domestic rye and rye flour required was increased for this period from 90 to 97 per cent.

Mr. Frederick H. Palmer, Canadian Trade Commissioner in Oslo, advises under date October 15, 1932, that in accordance with a Swedish Royal Resolution of October 14, 1932, the percentages of Swedish wheat and rye which must be mixed with the imported product during the "milling period" October 16 to November 30, 1932, have been fixed as follows:—

In the case of wheat and wheat flour the proportion of domestic product required for this period has been increased from 85 to 90 per cent, the lower so-called "minimum percentage" allowed in the case of wheat for short intervals or special lots has been increased from 65 to 70 per cent, while the proportion of domestic product required in the case of rye and rye flour remains unchanged at 97 per cent.

### Norwegian Marking Regulations for Paints and Varnishes

Mr. Frederick H. Palmer, Canadian Trade Commissioner in Oslo, reports under date October 14, 1932, that a Royal Resolution was passed in Norway on October 7, 1932, effective from April 1, 1933, providing for the compulsory marking of varnishes, paints, bituminous solutions, paint oil (including linseed oil), and printer's ink. In the case of such articles manufactured in Norway the word "Norsk" or "Fabrikert i Norge" must be clearly printed or stencilled on the packing or container, while in the case of articles of foreign manufacture these must be marked in the same way with the word "Utenlandsk," or with the words "Fabrikert i ....." (name of country of origin). Alternatively, the English term "Made in ....." may be used.

### Finnish Import Prices and Duties on Rye

Mr. Frederick H. Palmer, Canadian Trade Commissioner in Oslo, reports under date October 17, 1932, that, in accordance with the Finnish customs law issued on December 31, 1931, the duty on rye and rye flour when imported into Finland is subject to a sliding scale dependent upon the import prices for rye fixed each quarter by the Finnish Department of Agriculture. In accordance with a resolution of the department of September 30, 1932, the import price for rye for the last quarter of 1932 has been fixed at 1 mark 13 penni per kilogram as compared to 1 mark 31 penni for the previous quarter. As a result of this price, the import duty levied on rye and rye flour during the fourth quarter of 1932 will be as follows, the previous duties being shown in parentheses: on rye, 1 mark 25 penni (1 mark) per kilogram; on unsifted rye flour, 1 mark 45 penni (1 mark 20 penni); and on sifted rye flour, 2 marks 25 penni (1 mark 90 penni). [One kilogram equals 2 2 pounds, and one Finnish mark is equivalent to \$0.0252 at par]

### **Certificates of Origin for Portugal**

Mr. A. B. Muddiman, Canadian Trade Commissioner in Milan, writes under date October 11, 1932, that foreign merchandise shipped into Portugal from free ports, free zones, and entrepôts but originating from other countries must be accompanied by certificates of origin issued by the local Portuguese consuls in the districts where the free ports are situated certifying the origin of the merchandise in question, in order that they shall enjoy most favoured nation treatment.

### **Equivalent of Canadian Money for Customs Purposes in Mexico**

Writing under date October 19, 1932, Mr. H. Leslie Brown, Acting Trade Commissioner in Mexico City, advises that, for the collection by Mexican Consuls of 5 per cent of the invoice value of goods shipped to Mexico, the Mexican Department of Finance and Public Credit has decreed that during the month of November, 1932, the Canadian dollar shall be regarded as the equivalent of 2.7147 pesos.

### **Tariff Changes in Mexico**

Writing under date October 19, 1932, Mr. H. Leslie Brown, Acting Trade Commissioner in Mexico City, advises that a number of changes have been made in the Mexican import duties on cotton, linen, and other threads and that there has been a general increase in the tariff on socks and stockings of cotton and other stockingettes of vegetable fibres.

Full details may be obtained on application to the Department of Trade and Commerce, Ottawa.

### **Tariff Changes in El Salvador**

Writing under date October 19, 1932, Mr. H. Leslie Brown, Acting Trade Commissioner in Mexico City, advises that a considerable number of changes have been made recently in the import tariff of El Salvador.

Increases have been made in the rates on cattle and pigs (common); tallow; rice; milk and cream, whether fresh, powdered, evaporated or condensed; fresh fruits; beers; gaseous waters.

Decreases have been effected in the rates on a number of chemicals and pharmaceutical preparations; iron, steel, aluminium, copper, brass, tin, lead, zinc, and some forms of nickel when in semi- and unmanufactured form; rubber tires and inner tubes of all kinds; vulcanized rubber and ebonite; steel and iron wire, both galvanized and black; iron and steel tires; sheet metal, galvanized, tinned, or black; tin and lead tubes; rubber hose and thick tubing; all classes of shoes of rubber or rubber and canvas; and rubber repair sets.

New items have been created to cover cabinets for wireless, telegraph, and telephone receivers and for phonographs.

### **Peruvian Tax on Wheat and Flour**

Mr. C. S. Bissett, Canadian Trade Commissioner in Lima, Peru, writes that a Peruvian law promulgated on September 10, 1932, imposed a special tax on wheat and wheat flour imported into the province of Ica, and also through the port of Lomas for consumption in the district of Nasca, province of Ica. The basic duty on wheat is 1½ centavos per kilo, plus 22 per cent of the duty, equivalent to about 9 cents per bushel. The new special tax is 40 centavos per 66 kilos, or approximately 3 cents per bushel. The basic duty on wheat flour is 4 centavos per kilo, plus 22 per cent of duty or about 90 cents per barrel. The new special tax is 40 centavos per 46 kilos or about 16 cents per barrel.



### Peruvian Consular Invoice Regulations

With reference to the report in *Commercial Intelligence Journal* No. 1478 (May 28, 1932), page 928, Mr. C. S. Bissett, Canadian Trade Commissioner in Lima, writes under date September 28, 1932, that a decree promulgated July 9, 1932, but issued in the official gazette only on September 23, amends the regulations covering consular invoices to the extent that any parcel post shipment of a value less than \$5, and also parcel post shipments, whatever the value, which have been made from localities where there is no Peruvian consular office, are both exempt from the requirement that Peruvian consular invoices be attached. However, the shipper must provide a commercial invoice and a customs declaration, containing full details of the contents of the package, in order that the 5 per cent consular invoice fee may be collected at the Peruvian point of destination.

### FOREIGN EXCHANGE QUOTATIONS FOR WEEK ENDING OCT. 31

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending October 31, 1932, with the official bank rate. Quotations for the week ending October 24, 1932, are also given for the sake of comparison:—

Country	Unit	Nominal	Nominal	Official Bank Rate
		Quotations in Montreal Week ending Oct. 24	Quotations in Montreal Week ending Oct. 31	
Austria . . . . .	Schilling	\$ .1530	\$ .1563	6
Belgium . . . . .	Belga	.1510	.1538	3½
Bulgaria . . . . .	Lev	.0078	.0079	8
Czechoslovakia . . . . .	Krone	.0321	.0328	4½
Denmark . . . . .	Krone	.1887	.1898	3½
Finland . . . . .	Markka	.0164	.0167	6½
France . . . . .	Franc	.0427	.0434	2½
Germany . . . . .	Reichsmark	.2581	.2633	4
Great Britain . . . . .	Pound	3.6035	3.6346	2
Greece . . . . .	Drachma	.0068	.0068	10
Holland . . . . .	Guilder	.4374	.4448	2½
Hungary . . . . .	Pengo	.1899	.1937	4½
Italy . . . . .	Lira	.0556	.0566	5
Jugo-Slavia . . . . .	Dinar	.0193	.0197	7½
Norway . . . . .	Krone	.1841	.1858	4
Portugal . . . . .	Escudo	.0347	.0354	6½
Roumania . . . . .	Leu	.0065	.0063	7
Spain . . . . .	Peseta	.0894	.0906	6*
Sweden . . . . .	Krona	.1879	.1909	3½
Switzerland . . . . .	Franc	.2098	.2132	2
United States . . . . .	Dollar	1.0850	1.1062	2½
Argentine . . . . .	Peso (Paper)	.2799	.2854	—
Brazil . . . . .	Milreis	.0813	.0829	—
Chile . . . . .	Peso	.0664	.0677	4½
Colombia . . . . .	Peso	1.0388	1.0592	5
Mexico . . . . .	Peso	.3390	.3500	6-7
Peru . . . . .	Sol	.1953	.1908	6
Venezuela . . . . .	Bolivar	.1736	.2046	—
Uruguay . . . . .	Peso	.5126	.5227	—
Cuba . . . . .	Peso	1.0842	1.1054	—
Hongkong . . . . .	Dollar	.2511	.2516	—
India . . . . .	Rupee	.2766	.2765	4
Japan . . . . .	Yen	.2495	.2345	4.38
Java . . . . .	Guilder	.4399	.4469	4½
Shanghai . . . . .	Tael	.3282	.3286	—
Siam . . . . .	Baht (Tical)	.....	.....	—
Straits Settlements . . . . .	Dollar	.4421	.4299	—
British Guiana . . . . .	Dollar	.8326	.8576	—
Jamaica . . . . .	Pound	3.6564	3.6506	—
Other British West Indies . . . . .	Dollar	.8326	.8576	—
Martinique . . . . .	Franc	.0427	.0434	—
Guadeloupe . . . . .	Franc	.0427	.0434	—
Australia . . . . .	Pound	2.8841	2.9091	—
Egypt . . . . .	Pound (100 piastres)	3.6958	3.7278	—

\* Newspaper report.

**TRADE OPPORTUNITIES ABROAD FOR CANADIAN PRODUCTS**

The Trade Inquiries for Canadian products published below have been received since the publication of the last issue of the *Commercial Intelligence Journal*. Interested exporters may secure the names and addresses of the firms making these inquiries, together with further details regarding the commodities required, on application to the Director, Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa, or—

Secretary, Board of Trade—

Saint John, N.B.,	Toronto, Ont.,	St. Boniface, Man.,
Halifax, N.S.,	Woodstock, Ont.,	Winnipeg, Man.,
Quebec, P.Q.,	St. Mary's, Ont.,	Vancouver, B.C.,
Montreal, P.Q.,	Portage la Prairie, Man.,	New Westminster, B.C.

Secretary, Chamber of Commerce—

Sherbrooke, P.Q.,	Belleville, Ont.,	London, Ont.,
Kingston, Ont.,	Peterborough, Ont.,	Victoria, B.C.,
Oshawa, Ont.,	Hamilton, Ont.,	Prince Rupert, B.C.

Border Chamber of Commerce, Windsor, Ont.

Industrial Commissioner, Stratford, Ont.

La Chambre de Commerce, de Montréal, 25 St. James E., Montreal, P.Q.

Secretary, Canadian Manufacturers' Association—

Toronto, Ont.,	Winnipeg, Man.,	Vancouver, B.C.,
Montreal, P.Q.,	Edmonton, Alta.,	Victoria, B.C.

The Maritime Provinces Trade Commissioner, 122 Federal Building, Toronto, Ont.

The Bureau of Provincial Information, Victoria, B.C.

Commodity	No.	Location of Inquirer	Purchase or Agency
<b>Foodstuffs—</b>			
Foodstuffs.....	759	Grenada, B.W.I.....	Agency.
Canned and Dried Fruit and Vegetables.....	760	London, England.....	Agency on commission basis.
Cheese.....	761	Antwerp, Belgium.....	Purchase.
<b>Miscellaneous—</b>			
Rubber Goods.....	762	London, England.....	Buying Agents.
Radio Sets and Parts.....	763	Wellington, New Zealand..	Agency.
Wood Pulp and Other Products..	764	Los Angeles, Calif.....	Purchase.
Toilet Paper.....	765	Grenada, B.W.I.....	Agency.
Down Asbestos.....	766	Hamburg, Germany.....	Purchase.
Skates, Roller.....	767	Auckland, N.Z.....	Agency.

**PROPOSED SAILINGS FROM CANADIAN PORTS**

*(The sailing dates are approximate and subject to change without notice)*

**From Montreal**

To *Liverpool*.—Duchess of Richmond, Nov. 11; Duchess of Atholl, Nov. 18; Duchess of Bedford, Nov. 23; Montrose, Nov. 26; Duchess of York, Nov. 30—all Canadian Pacific; Laurentic, White Star Line, Nov. 12; Antonia, Cunard Line, Nov. 26.

To *London*.—Beaverburn, Nov. 11; Beaverdale, Nov. 18; Beaverbrae, Nov. 23; Beaverhill, Nov. 26—all Canadian Pacific; Ascania, Nov. 4; Alaunia, Nov. 11; Aurania, Nov. 18; Ausonia, Nov. 26—all Cúnard Line.

To *Southampton*.—Montcalm, Canadian Pacific, Nov. 10.

To *Manchester*.—Manchester Commerce, Nov. 10; Manchester Citizen, Nov. 17; Manchester Producer, Nov. 24—all Manchester Line.

To *Avonmouth, Cardiff and Swansea*.—Vardulia, Nov. 9; Concordia, Nov. 12—all both Cunard-Donaldson Line; Nevisian, Leyland Line, Nov. 26.

To *Glasgow*.—Sulairia, Nov. 11; Athenia, Nov. 18; Airthria, Nov. 25—all Anchor-Donaldson Line.

To *Newcastle and Leith*.—Cairnvalona, Nov. 11 (calls at Hull, but not at Leith); Cairnesk, Nov. 18 (also calls at Dundee); Cairndhu, Nov. 25—all Cairn-Thomson Line.

To *Belfast*.—Lord Londonderry, Head Line, Nov. 9 (cargo accepted for Londonderry).



*To Dublin.*—Melmore Head, Head Line, Nov. 7 (cargo accepted for Cork).

*To Antwerp.*—Montcalm, Nov. 10; Beavertdale, Nov. 18; Beaverhill, Nov. 26—all Canadian Pacific; Brant County, Nov. 11; Grey County, Nov. 29—both County Line (also call at Havre).

*To Hamburg.*—Beaverburn, Nov. 11; Beaverbrae, Nov. 23—both Canadian Pacific; Hagen, Hamburg American-North German Lloyd Line, Nov. 18 (also calls at Bremen).

*To South France and Italian Ports.*—Valflorita, Lloyd-Mediterraneo Italian Service, Nov. 18.

*To Norwegian Ports.*—Topdalsfjord, North American Line, November.

*To Scandinavian and Baltic Ports.*—Ragnhildsholm, Swedish-America-Mexico Line, Nov. 8; Frode, Scandinavian-American Line (does not call at Gothenburg), Nov. 15.

*To St. John's, Nfld., and St. Pierre-Miquelon.*—Belle Isle, Newfoundland-Canada SS., Nov. 12 and 26; Silvia, Furness-Red Cross Line, Nov. 18.

*To Cornerbrook, Nfld.*—North Voyageur, Nov. 7; New Northland, Nov. 16—both Clarke SS. Co.

*To Hamilton (Bermuda), Puerto Rico, St. Kitts, Antigua, St. Lucia, Guadeloupe, Martinique, Barbados, St. Vincent, Grenada, Trinidad and Demerara.*—Chomedy, Nov. 18; Colborne, Nov. 25—both Canadian National.

*To Hamilton (Bermuda), Nassau (Bahamas), Kingston (Jamaica), and Belize (British Honduras).*—Cavelier (does not call at Hamilton or Nassau), Nov. 11; Lady Somers, Nov. 17; Cathcart (calls at St. Georges but not at Hamilton or Nassau), Nov. 25—all Canadian National.

*To Bermuda, St. Kitts, Antigua, Guadeloupe, Dominica, Martinique, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo.*—A steamer, Nov. 9; Moyra, Nov. 24—both Ocean Dominion SS. Corp.

*To Tampico and Vera Cruz.*—A steamer, Canadian National, weekly.

*To Colombia, Ecuador, Peru and Chile.*—A steamer, Canadian National, monthly.

*To Auckland, Wellington, Lyttelton, Dunedin, Brisbane, Sydney and Melbourne.*—Canadian Cruiser, Nov. 24; Canadian Conqueror (also calls Timaru), Nov. 25—both Canadian National.

*To West and South African Ports.*—Mattawin, Elder Dempster Lines, Ltd., Nov. 25.

### From Halifax

*To Liverpool.*—Montcalm, Canadian Pacific, Dec. 10; Newfoundland, Nov. 8; Nova Scotia, Nov. 29—both Furness Line; Manchester Exporter, Nov. 22; Manchester Merchant, Dec. 7—both Manchester Line; Georgic, White Star Line, Dec. 4; Dakotian, Leyland Line, Dec. 8.

*To London.*—Beaverford, Canadian Pacific, Dec. 10; Italian Prince, Nov. 14; Corsican Prince, Nov. 23; Sardinian Prince, Dec. 12—all Furness Prince Line; Westernland, Red Star Line, Nov. 20; Ascania, Cunard Line, Dec. 3.

*To Manchester.*—Manchester Commerce, Nov. 13; Manchester Citizen, Nov. 20; Manchester Exporter, Nov. 22; Manchester Producer, Nov. 27; Manchester Regiment, Dec. 2—all Manchester Line; Dakotian, Leyland Line, Dec. 8.

*To Glasgow.*—Letitia, Anchor-Donaldson Line, Dec. 10.

*To Southampton and Havre.*—Westernland, Nov. 20 and Dec. 15; Pennland, Dec. 3—both Red Star Line.

*To Antwerp.*—Beaverford, Canadian Pacific, Dec. 10; Westernland, Nov. 20 and Dec. 15; Pennland, Dec. 3—both Red Star Line.

*To Gothenburg.*—Drottningholm, Dec. 4; Gripsholm, Dec. 10—both Swedish-American Line.

*To St. John's, Nfld., and St. Pierre-Miquelon.*—Magnhild, Nov. 8 and 22 and Dec. 6; H. J. Kyvig, Nov. 19 and Dec. 10—both Newfoundland-Canada SS.; Newfoundland, Nov. 8 and Dec. 10; Nova Scotia, Nov. 29—both Furness Line (do not call at St. Pierre); Rosalind, Nov. 14; Dominica, Nov. 28 and Dec. 12—both Furness-Red Cross Line.

*To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.*—Lady Drake, Nov. 15; Lady Nelson, Nov. 29—both Canadian National.

*To Santiago (Cuba) and Kingston (Jamaica).*—Andalusia, Nov. 9 and Dec. 7 (calls at Montego Bay and other Jamaican outports); Calabria, Nov. 23—both Pickford & Black, Ltd.

*To Bermuda, St. Kitts, Antigua, Guadeloupe, St. Lucia, Dominica, Martinique, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo.*—A steamer, Nov. 14; Moyra, Nov. 29—both Ocean Dominion SS. Corp.

*To Hamilton (Bermuda), Nassau (Bahamas), Kingston (Jamaica), and Belize (British Honduras).*—Cavelier (does not call at Hamilton or Nassau), Nov. 14; Cathcart (calls at St. Georges, Bermuda, but not at Hamilton or Nassau), Nov. 28—both Canadian National.

*To Hamilton (Bermuda), Puerto Rico, St. Kitts, Antigua, St. Lucia, Guadeloupe, Martinique, Barbados, St. Vincent, Grenada, Trinidad and Demerara.*—Cornwallis, Nov. 8; Chomedy, Nov. 22—both Canadian National.

### From Saint John

To London and Antwerp.—Beaverford, Canadian Pacific, Dec. 9.

To Liverpool.—Montcalm, Canadian Pacific, Dec. 9.

To Glasgow.—Letitia, Anchor-Donaldson Line, Dec. 9.

To Alexandria, Port Said, Suez, Aden, Karachi, Bombay, Colombo, Madras, Rangoon and Calcutta.—City of Bedford, American and Indian SS., Nov. 15 (cargo accepted for other Eastern ports, also for British East African ports).

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Drake, Nov. 7; Lady Nelson, Nov. 21—both Canadian National.

To Kingston and Jamaica Outports.—San Bruno, Nov. 10; San Benito, Nov. 24—both United Fruit Line.

### From New Westminster

To London, Liverpool and Glasgow.—Doric Star, American Mail Line, Dec. 4; Corrientes, Dec. 4; Parthenia, Dec. 10—both Balfour Guthrie & Co.

To United Kingdom Ports.—Sacramento Valley, Nov. 10; York City, Nov. 25—both T. A. Lee & Holway Ltd.; Pacific Enterprise, Empire Shipping Co., Nov. 10; Fresno Star, Nov. 12; Trojan Star, Nov. 26—both American Mail Line; Modavia, Balfour Guthrie & Co., Nov. 16; Pacific Ranger, Nov. 24; Pacific Exporter, Dec. 7—both Furness Pacific Ltd.

To Japanese Ports.—Florida Maru, Nov. 7; Shunsho Maru, Nov. 19—both Yamashita Shipping Co.; Kohwa Maru, Empire Shipping Co., Nov. 12.

To Shanghai.—Jutlandia, B. L. Johnson Walton Co., Nov. 22.

To South American Ports.—Atacama, Balfour Guthrie & Co., Nov. 10.

### From Vancouver

To Yokohama, Kobe, Shanghai and Hongkong.—Hikawa Maru, Nov. 17; Hiye Maru, Dec. 15—both Nippon Yusen Kaisha (also call Osaka); Tacoma, Nov. 20 (also calls Tsingtao, Dairen, Taku Bar and Otaru but not at Hongkong); Bellingham, Dec. 8 (calls Osaka, Iloilo, Cebu and Legaspi but not at Shanghai)—both Tacoma Oriental SS.; Tyndareus, Blue Funnel Line, Nov. 20 (calls at Miiki).

To Yokohama, Kobe, Shanghai, Hongkong and Manila.—Empress of Japan (calls Honolulu), Nov. 19; Empress of Asia (calls Nagasaki) Dec. 3; Empress of Canada (calls Honolulu), Dec. 17—all Canadian Pacific; Grays Harbour, Tacoma Oriental SS., Nov. 8 (calls Osaka, Iloilo, Cebu and Legaspi but not at Shanghai).

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 Canada, 1931.  
 Year Book of Canada.  
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# COMMERCIAL INTELLIGENCE SERVICE

743

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744  
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**Note.—Bentley's Second Phrase Code is used by Canadian Trade Commissioners**

# Commercial Intelligence Journal

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## TABLE OF CONTENTS

Page		Page
745	Mr. Croft's Itinerary in Canada . . . . .	762
745	Economic Conditions in Denmark. . . . .	762
749	Financial Situation in Norway . . . . .	763
752	Trade Agreement between Canada and the United Kingdom . . . . .	763
758	United Kingdom Furniture Market . . . . .	765
760	First Canadian Grain Shipment from Port Churchill to Avonmouth . . . . .	765
760	Brazil's Overseas Trade . . . . .	765
760	Market for Frozen Egg Yolk in Italy . . . . .	769
761	Liquidation of Foreign Obligations in Brazil . . . . .	770
762	Moratorium on Obligations in Brazil- ian Currency Extended . . . . .	771
	State Control of Grain Production in Argentina . . . . .	774
	Chinese Consular Invoices as Applied to Hongkong . . . . .	775
	What the Canadian Exporter can do for the Trade Commissioner . . . . .	
	British Merchandise Marks Act . . . . .	
	Tariff Changes, etc. . . . .	
	Tenders Invited—New Zealand. . . . .	
	Foreign Exchange Quotations . . . . .	
	Trade Inquiries . . . . .	
	Proposed Sailings . . . . .	
	Condensed List of Publications . . . . .	
	Commercial Intelligence Service . . . . .	

## MR. CROFT'S ITINERARY IN CANADA

Mr. C. M. Croft, Canadian Trade Commissioner in Auckland, is at present on tour in the interests of Canadian trade with New Zealand. His itinerary is as follows:—

Ottawa . . . . . Nov. 12 to 14	Calgary . . . . . Nov. 19
Winnipeg . . . . . Nov. 16	Vancouver . . . . . Nov. 21 to Dec. 6
Regina . . . . . Nov. 17	

Canadian firms desirous of being brought into touch with Mr. Croft are requested to communicate, for Winnipeg and Vancouver, with the office of the Canadian Manufacturers' Association; and for the other cities with the Boards of Trade in the respective centres.

## ECONOMIC CONDITIONS IN DENMARK

FREDERICK H. PALMER, CANADIAN TRADE COMMISSIONER

[NOTE.—One kilo equals 2.2046 pounds; one Danish krone (at par) equals \$0.268]

Oslo, October 22, 1932.—The opinion held everywhere in Denmark is that imports must be controlled for three reasons. The value of the krone must be kept as stable as possible. Hence imports must be restricted. The supply of foreign exchange becoming available through the sale of goods abroad must be used first for the purchase of necessary goods. Only a strict control of imports



permits this restriction. Lastly, Denmark desires to buy as much as possible from those who buy from Denmark, and this also pre-supposes some control of imports.

Control of imports, through a method of issuing foreign exchange permits by a committee of the National Bank, has been operative since March of this year, and it is perhaps of interest to note the present position in Denmark after several months' trial of this system. Statistical proof is readily forthcoming to demonstrate that at least two of the above desiderata have been achieved through the application of this system. Import and export statistics for each month show that a favourable change has occurred in the balance of trade, and recent modification of the control regulations pertaining to privately owned foreign balances suggests that the import control has been effective.

#### DANISH IMPORTS AND EXPORTS, JANUARY TO SEPTEMBER, 1932

	Imports Mill. Kr.	Exports Mill. Kr.	Excess Imports Mill. Kr.
January . . . . .	109.0	95.7	13.3
February . . . . .	100.2	99.1	1.1
March . . . . .	104.5	89.8	14.7
April . . . . .	96.6	97.2	- 0.6
May . . . . .	93.3	78.0	15.3
June . . . . .	86.6	90.6	- 4.0
July . . . . .	80.5	94.2	-13.7
August . . . . .	87.5	89.8	- 2.3
September . . . . .	84.5	107.6	-23.1
January to September . . . . .	842.7	842.0	0.7

That the policy of buying from those who buy from Denmark is having an effect is seen also in the trade statistics for the period January to September, as the following extracted figures show:—

	Imports From		Exports To	
	1931	1932	1931	1932
	(Value in Kroner, 000 omitted)			
Germany . . . . .	365,545	226,594	131,415	106,152
Great Britain . . . . .	160,037	177,624	612,939	547,157
Sweden . . . . .	67,932	45,042	63,835	48,780
Russia . . . . .	40,107	33,828	6,869	8,063
Holland . . . . .	44,581	40,796	18,148	9,592
France . . . . .	39,631	22,173	16,483	12,006
Czechoslovakia . . . . .	13,837	7,013	1,556	1,532
United States . . . . .	113,821	69,429	4,501	3,366

#### AGRICULTURE

The position of Danish agriculture can perhaps best be summarized by a statement of price fluctuations. The following table of average monthly prices of the three leading agricultural products, expressed in kroner per 100 kilos, shows the changes experienced since this time last year. In reading these prices it must be borne in mind that the krone is depreciated to-day by over 30 per cent as compared with last year.

	Butter Kroner per 100 Kg.	Eggs	Bacon
September, 1931 . . . . .	210	111	78½
August, 1932 . . . . .	166	91	89
September, 1932 . . . . .	192	124	93

The following table shows the leading agricultural exports:—

	Month of September		Nine Months ending September	
	1931	1932	1931	1932
	Values in 1,000 Kroner			
Butter, etc. . . . .	30,716	27,191	297,909	244,159
Bacon, etc. . . . .	37,534	42,368	349,955	306,074
Eggs . . . . .	7,091	8,990	54,814	59,587
Totals . . . . .	75,341	78,549	702,678	609,820

These two tables appear to indicate that, although the loss of revenue to the farmer for the first nine months of the year is considerable, the upturn in prices since August, with a larger monthly export, would also appear to indicate that the situation is improving somewhat. The farmers are in a difficult position, particularly those who purchased their land in the upward moving period of 1929. A recent visit to Denmark provided ample opportunity to observe this fact. Many of the newer owners cannot operate at these prices and forced sales are becoming frequent.

The farms are all in very good condition, buildings as well as land, and by the activity everywhere in evidence of preparing the land, it was difficult to believe that many farmers were in financial difficulties.

#### INDUSTRY

The continuing economic crisis has affected most industrial exports from Denmark to some appreciable extent, and the particularly difficult period through which shipping everywhere is passing has placed great difficulties in the way of ship and ship-machinery building. The trade statistics convey the impression, however, that some industries, such as the vegetable and animal oil, milk and cream condensing, preserved meat, cattle foods, refrigerator, and porcelain-ware enjoyed an increase in trade.

A better impression of conditions in industry can best be seen from the imports of raw materials, statistics of which are appended:—

Imports of	Jan.-Sept., 1931	Jan.-Sept., 1932
Mineral fuel . . . . . tons	3,455,470	3,501,078
Fuel oil . . . . . tons	215,371	227,665
Gasoline . . . . . tons	198,366	163,559
Pig iron . . . . . tons	21,925	16,233
Unworked wood . . . . . cub. m.	720,288	357,776
Firewood . . . . . tons	3,873	3,105
Oil seeds . . . . . tons	27,599	31,023
Cotton . . . . . tons	4,332	4,495
Wool . . . . . tons	1,466	1,869
Tobacco . . . . . tons	5,295	5,245
Rubber, parts for automobile assembly . . . . . tons	2,566	1,643

The following table shows the exports of the leading industrial products during the first nine months of 1931 and 1932:—

Exports of	Jan.-Sept., 1931	Jan.-Sept., 1932
Condensed milk . . . . . tons	16,451	19,974
Margarine . . . . . tons	1,210	222
Beer . . . . . tons	2,570	2,451
Oil cakes . . . . . tons	11,971	14,218
Vegetable oils . . . . . tons	30,763	37,496
Superphosphate . . . . . tons	9,059	3,788
Cement . . . . . tons	116,796	121,620
Automobiles and chassis . . . . .	9,699	2,884
Ships . . . . . kroner	24,982,000	11,235,000
Machinery . . . . . tons	3,559	7,830

#### UNEMPLOYMENT

Official statistics show the total number of organized workers as aggregating 316,494 at the end of August, 1932. Of these 29·2 per cent, or 92,500 men, were then unemployed, compared with 28·7 per cent at the end of July and with 11·8 per cent a year ago. On October 15 the Director of Labour announced that total unemployment was still increasing; during the previous week it had increased by some 1,600 to a grand total of 125,190. The labour groups more prominent in the numbers of members unemployed were bricklayers with 45·2 per cent of their members unemployed, the carpenters with 48·5 per cent,



the workers of precious metals with 47·8 per cent, and the bricklayers' helpers in Copenhagen with 54·3 per cent. The conditions in the paper industry appeared to be the best as only 2·5 per cent of the organized labour was unemployed, while the breweries had only 9 per cent of their men out of work.

#### COST OF LIVING

The cost of living indices show that in the month of June the lowest figures in each group were recorded. The following brief table shows the movements of the more important indices and indicates the trend of prices:—

	September, 1931	December, 1931	June, 1932	September, 1932
Wholesale prices . . . . .	109	119	113	119
Imported goods . . . . .	106	119	117	122
Exported goods . . . . .	94	95	72	95
Raw material . . . . .	90	103	101	106
Finished goods . . . . .	130	137	129	136
Domestic goods . . . . .	119	127	123	125

#### FOREIGN TRADE

The total foreign trade of the country for the same periods was as follows:—

Jan.-Sept.	Imports Figures in 1,000,000	Exports 1,000,000	Excess of Imports Kroner
1931 . . . . .	1,073.5	997.5	81.0
1932 . . . . .	842.7	842.0	0.7

#### NATIONAL BANK

At the end of August the statement of the National Bank showed a balance owing abroad of 9,649,211 kroner and in addition was holding for foreign owners some 31,000,000. During September the balance owing abroad was liquidated completely, while the foreign-owned holdings of kroner at the National Bank only increased some 4,000,000. In addition to this progress, there is noted in the statement the fact that holdings of the National Bank abroad increased from 45,000,000 to 52,000,000 kroner. Loans were reduced by 14,000,000, while the state increased their loan by 10,000,000 to 37,496,142 kroner. By the end of the month the note circulation had increased to 315,000,000, resulting in a gold cover of just over 45 per cent. The average note circulation during the month was 290,000,000 kroner, compared with 289,000,000 in August, and with 309,000,000 in September a year ago. Clearings of cheques through the bank in September aggregated 459,000,000 kroner, compared with 361,000,000 in August this year and with 451,000,000 in September last year.

#### BANK RATE

During the period when control of foreign exchange was rigidly exercised by the National Bank, and when it was exceedingly difficult for merchants to secure drafts in foreign currencies, it was natural that kroner accounts in all Danish banks would increase considerably. The depressed conditions made it practically impossible to find suitable investments for these kroner and even the banks had no use for the accumulating funds. The supplies of kroner then were much greater than required, and on October 12 a decision was taken to reduce the bank rate still further from 4 to 3½ per cent.

#### FOREIGN EXCHANGE

During the period of strictest control of foreign exchange by the National Bank, the kroner fluctuated between very narrow limits, although there appeared

always to be a rising tendency in the rate. The rate for sterling was then permitted to rise steadily from about 18·20 to 18·79 on August 26. Towards the end of August important changes were made in the exchange restricting regulations (see *Commercial Intelligence Journal* No. 1496, page 560), the most important modification being to abolish the obligation to surrender to the National Bank all foreign exchange. This meant that from and after August 27 a free exchange market would be available for all legitimate purposes. The change was made possible through the fact that the restrictive import policy had effected the proper adjustment in the foreign trade balances, in order that balances abroad for payment of imports might easily be available; but another important fact also assisted in the determination to make this change. The National Bank had been able by obtaining credits abroad to increase immediately and considerably the supply of foreign exchange. On August 27 the rate for sterling jumped to 19·65. The rate was deliberately set high in order to prevent unnecessary demands for foreign exchange, and the rate subsequently modified gradually to its present level at 19·30.

#### STATE FINANCES

The Danish Central Bureau of Statistics publish a monthly statement of excise tax collections. During the six months ending September, import duties declined from 51,000,000 kroner in 1931 to under 39,000,000 kroner for 1932. The duties collected during September dropped from 6,065,000 kroner to 3,831,000.

The ordinary tax on spirits shows little change, although a slight increase is recorded for the six months' period, from 665,000 to 717,000 kroner. The supplementary taxes on spirits, however, dropped from 12,965,000 to 10,580,000 kroner.

During the year large increases were made in the taxes levied on beer, but the joint effects of these higher taxes and of poorer business and trade conditions only tended to reduce consumption, so that the tax netted only a slight increase from 16,013,000 to 17,366,000 kroner.

New taxes were levied on gasoline and the tax collected amounted this year to 3,494,000 kroner. Several taxes of a special kind are collected on automobiles and gasoline, for roads and for a new bridge project. The effect of declining trade is reflected in the heavy fall in the returns from the turnover tax on automobiles, but the fact that the revenue from the tax on gasoline has kept up seems to indicate that as many cars as ever are operating.

### FINANCIAL CONDITIONS IN NORWAY

SHIRLEY G. MACDONALD, ASSISTANT TRADE COMMISSIONER

Oslo, October 22, 1932.—The first nine months of 1932 have been marked in Norway by a continuation of the depression, which has reached a point almost the equal of anything experienced since prior to the Great War, with the exception of the serious crisis of 1924, 1925, and 1926, when liquidation of industry and banking institutions was in progress. Since that time Norway has been recovering slowly, but such recovery had not been complete when the depression experienced elsewhere began to be felt here, late in 1930. The position was aggravated the following year by a general strike and lock-out in practically all of the leading industries, particularly in the pulp and paper and electrochemical industries.

#### EFFECT OF GOLD

In the fall of 1931, with the resumed operation of these industries after being idle for nearly six months, exports were considerably increased, but



coincident with this activity Norway, together with Sweden and Denmark (and Finland two weeks later), abandoned the gold standard one week after Great Britain in September of that year. The immediate results of this action domestically were the efforts made to curtail imports. Unlike Denmark, which adopted governmental measures of some stringency to bring about this end, Norway used the banks as a medium of control; these institutions in turn have parcelled out foreign exchange in accordance with the actual necessity of the country for the goods purchased by importers and in conformity with the actual supply of exchange available from day to day. Throughout this present year it has been increasingly difficult to obtain foreign exchange, particularly dollars and francs. Conditions were very unsettled for the first few weeks after the abandonment of the gold standard; subsequently the value of the Norwegian crown steadily declined, although for several periods apparent equilibrium appeared to have been reached.

#### BANK FAILURES

This fall in value was accentuated in December, 1931, when two of the leading banks, whose interests had been closely bound up in the commercial life of the country, particularly in shipping and whaling, were granted a moratorium in order that they might be given an opportunity to repair their losses. The apparent failures of these institutions, which were reckoned among the strongest in Norway, shook foreign confidence considerably in the country and, resultingly, the fall in the value of the crown was accentuated. However, at the end of three months by obtaining new and by drastically writing down the old capital, the banks were again enabled to regain their former footing. On March 15 the moratorium was lifted, and the position of these banks has continued to strengthen.

In terms of gold the Norwegian crown became stronger after that date for a short period, but it soon declined and by mid-August fell to a low point. Since then it again strengthened and for some weeks was nearly stable, but during the past few days it has weakened sharply and to-day has reached its lowest point since Norway abandoned the gold standard.

#### FOREIGN EXCHANGE

Again unlike Denmark, Norway has never attempted to "peg" the crown to sterling but has been content to hold it at a point not greatly removed from but below both the Swedish and Danish currencies. In terms of United States dollars the Norwegian crown is at present quoted at 5·845 as compared to 3·73 at par, while in terms of sterling the rate is 19·80 as compared to 18·15 at par. Canadian dollars are unofficially quoted at from 5·40 to 5·44.

As a result of the great differences in the value of foreign currencies during the past thirteen months, a decided impetus has been given to the "Buy in Norway" campaign which, in spite of the fact that it has been of short duration, has been very successful. In the early part of September an exhibition of Norwegian-made goods was held in Oslo which received strong support, and at which a number of articles were on display of a kind that had previously been imported from abroad. Assistance to Norwegian industry has also been given by means of a surtax on practically all imported products (see *Commercial Intelligence Journal* No. 1460: January 23, 1932, page 114), while the exchange situation has assisted in enabling domestic manufacturers to successfully meet foreign competition.

#### GOVERNMENT FINANCE

In spite of every effort being made by the Government to curtail expenditure and to introduce a budget which would show striking reductions, the large number of fixed charges made this program almost impossible. A reduction of 9·5 million kroner was effected in the estimated expenditure (373·8 million kroner as against 364·3 million kroner) in 1931.

In common with many other countries, Norway's budget has not proved adequate for her requirements, with the result that by the end of September a deficit of 35.5 million kroner was noted. This is mainly due to the diminishing receipts from customs duties, income and excise taxes, in spite of increased taxation. In all probability the deficit will be larger before the end of the calendar year, as the months when the largest volume of imports takes place are now past.

#### NOTE CIRCULATION

The note circulation of the Norges Bank up to the end of August remained on a fairly even level, with fluctuations between 300 and 315 million kroner, whereas the note circulation in the corresponding period in 1931 fluctuated between 280 and 295 million kroner. This, however, may be considered as partly due to the labour conflict of 1931. The circulation at the end of September amounted to 311 million kroner as compared to 302.4 million kroner at the end of the same month in 1931.

#### LOANS AND DISCOUNTS, ETC.

Loans and discounts, which attained 272.6 million kroner at the end of August, declined to 260.5 million kroner at the end of September, as compared to 217.6 million kroner at the end of September last year. The foreign exchange situation in that month being somewhat easier than in August, the Norges Bank was enabled to increase its holdings of foreign exchange by 16.2 million kroner to 28.7 million kroner at the end of September. Gold in the vault of the bank and abroad remained steady at 118.2 and 24.2 million kroner respectively, but these amounts indicate a slight reduction of 3.9 million kroner held at the end of September, 1931.

The bank rate, which with the abandonment of the gold standard in September, 1931, reached 8 per cent, has steadily decreased during this present year and was finally reduced on September 1 from 4½ to 4 per cent.

In spite of the fact that a moratorium had been granted to two of the largest of the joint-stock banks for three months (December 15, 1931, to March 15, 1932), resulting in the writing down of a considerable part of the capital, the position of the banks taken individually and as a whole is now probably better than it was a year ago, since a much more stringent banking practice has been adopted and much of the paper held by banks has been liquidated, while new loans are granted only upon the best of security.

#### STOCKS AND BONDS

The easier tone which for some time has characterized the foreign stock exchange made itself felt in Norway; the share index of the Central Bureau of Statistics appreciated for all shares and bonds quoted on the Stock Exchange from June onward, there being a slightly higher turnover with each succeeding month, particularly in so far as bonds were concerned. Both stocks and bonds were fairly idle in the early months of the year. The index has increased from 50.3 in June to 61.7 at the end of September, while the index for bonds has increased from 99.3 to 101.

#### PRICE INDICES

The wholesale price index, which stood at 122 at the end of December, fell slowly during the following six months to 120 in June. In July it again rose to 122, and a further rise of a point was noted at the end of August (prices 1913 equals 100). The cost of living index, which stood at 149 at the end of December, 1931, remained unchanged for the first four months of 1932, falling a point in May, in which position it has remained unchanged (prices July, 1914, equals 100).



## TRADE AGREEMENT BETWEEN CANADA AND THE UNITED KINGDOM

The British House of Commons, on November 3, gave third reading to the Ottawa Trade Agreements Bill, the First Schedule of which contains the trade agreement between Canada and the United Kingdom entered into at the Imperial Economic Conference at Ottawa and signed on August 20.

On the same day, November 3, a resolution approving this agreement (subject to the necessary fiscal legislation) was adopted by the Canadian House of Commons and a Bill to ratify the agreement is now before the Canadian Parliament.

The articles of the agreement and the schedules in so far as they relate to exports from Canada are as follows:—

### Text of Trade Agreement

We, the representatives of His Majesty's Government in the United Kingdom and of His Majesty's Government in Canada hereby agree with one another, on behalf of our respective Governments, as follows:—

ARTICLE 1.—His Majesty's Government in the United Kingdom undertake that Orders shall be made in accordance with the provisions of Section 4 of the \*Import Duties Act, 1932, which will ensure the continuance after the 15th November, 1932, of free entry of duty into the United Kingdom of goods consigned from any part of the British Empire and grown, produced or manufactured in Canada which by virtue of that Act are now free of duty subject, however, to the reservation set forth in Schedule A appended hereto.

ARTICLE 2.—His Majesty's Government in the United Kingdom will invite Parliament to pass the legislation necessary to impose on the foreign goods specified in Schedule B appended hereto, the duties of customs shown in that Schedule in place of the duties (if any) now leviable.

ARTICLE 3.—His Majesty's Government in the United Kingdom undertake that the general ad valorem duty of 10% imposed by Section I of the Import Duties Act, 1932, on the foreign goods specified in Schedule C shall not be reduced except with the consent of His Majesty's Government in Canada.

ARTICLE 4.—It is agreed that the duty on either wheat in grain, copper, zinc or lead as provided in this Agreement may be removed if at any time Empire producers of wheat in grain, copper, zinc and lead respectively are unable or unwilling to offer these commodities on first sale in the United Kingdom at prices not exceeding the world prices and in quantities sufficient to supply the requirements of the United Kingdom consumers.

ARTICLE 5.—His Majesty's Government in the United Kingdom will invite Parliament to pass the legislation necessary to modify the conditions at present governing the importation into the United Kingdom of live cattle from Canada on the lines already agreed upon in principle between themselves and His Majesty's Government in Canada.

ARTICLE 6.—His Majesty's Government in the United Kingdom declare that it is their intention to arrange as soon as possible after receiving the report of the Commission now sitting on the reorganization of the Pig Industry in the United Kingdom, for the quantitative regulation of the supplies of bacon and hams coming on to the United Kingdom market and undertake that in any legislation

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\* See *Commercial Intelligence Journal* No. 1466 (March 5), pp. 297-300; No. 1468 (March 19), pp. 439-440; No. 1476 (May 14), pp. 824-9.

which they may submit to Parliament for regulating the supplies of bacon and hams from all sources into the United Kingdom, provision will be made for free entry of Canadian bacon and hams of good quality up to a maximum of 2,500,000 cwt. per annum.

ARTICLE 7.—His Majesty's Government in the United Kingdom will invite Parliament to pass legislation which will secure for a period of ten years from the date hereof to tobacco, consigned from any part of the British Empire and grown, produced or manufactured in Canada, the existing margin of preference over foreign tobacco, so long, however, as the duty on foreign unmanufactured tobacco does not fall below 2/0½d. per lb., in which event the margin of preference shall be equal to the full duty.

ARTICLE 8.—His Majesty's Government in the United Kingdom will invite the Governments of the non-self-governing Colonies and Protectorates to accord to Canada any preference which may for the time being be accorded to any other part of the British Empire, provided that this Clause shall not extend to any preferences accorded by Northern Rhodesia to the Union of South Africa, Southern Rhodesia and the Territories of the South African High Commission by virtue of the Customs Agreement of 1930; and further will invite the Governments of the Colonies and Protectorates shown in Schedule D to accord to Canada new or additional preferences on the commodities and at the rates shown therein.

ARTICLE 9.—His Majesty's Government in Canada will invite Parliament to pass the legislation necessary to substitute for the duties of customs now leviable on the goods specified in Schedule E the duties shown in that Schedule, provided that nothing in this Article shall preclude His Majesty's Government in Canada from reducing the duties specified in the said Schedule so long as the margin of British preference shown in that Schedule is preserved or from increasing the rates under the intermediate or general tariff set out in the said Schedule.

ARTICLE 10.—His Majesty's Government in Canada undertake that protection by tariffs shall be afforded against United Kingdom products only to those industries which are reasonably assured of sound opportunities for success.

ARTICLE 11.—His Majesty's Government in Canada undertake that during the currency of this Agreement the tariff shall be based on the principle that protective duties shall not exceed such a level as will give United Kingdom producers full opportunity of reasonable competition on the basis of the relative cost of economical and efficient production, provided that in the application of such principle special consideration may be given to the case of industries not fully established.

ARTICLE 12.—His Majesty's Government in Canada undertake forthwith to constitute the Tariff Board for which provision is made in the Tariff Board Act 1931.

ARTICLE 13.—His Majesty's Government in Canada undertake that on the request of His Majesty's Government in the United Kingdom they will cause a review to be made by the Tariff Board as soon as practicable of the duties charged on any commodities specified in such request in accordance with the principles laid down in Article 11 hereof and that after the receipt of the Report of the Tariff Board thereon such report shall be laid before Parliament and Parliament shall be invited to vary wherever necessary the Tariff on such commodities of United Kingdom origin in such manner as to give effect to such principles.

ARTICLE 14.—His Majesty's Government in Canada undertake that no existing duty shall be increased on United Kingdom goods except after an inquiry and the receipt of a report from the Tariff Board, and in accordance with the facts as found by that body.



ARTICLE 15.—His Majesty's Government in Canada undertake that United Kingdom producers shall be entitled to full rights of audience before the Tariff Board when it has under consideration matters arising under Articles 13 and 14 hereof.

ARTICLE 16.—His Majesty's Government in Canada undertake that Customs administration in Canada shall be governed by such general principles as will ensure (a) the avoidance, so far as reasonably possible, of uncertainty as to the amount of Customs duties and other fiscal imposts payable on the arrival of goods in Canada; (b) the reduction of delay and friction to a minimum; and (c) the provision of machinery for the prompt and impartial settlement of disputes in matters appertaining to the application of tariffs.

ARTICLE 17.—His Majesty's Government in Canada undertake that all existing surcharges on imports from the United Kingdom shall be completely abolished as soon as the finances of Canada will allow. They further undertake to give sympathetic consideration to the possibility of reducing and ultimately abolishing the exchange dumping duty in so far as it applies to imports from the United Kingdom.

ARTICLE 18.—His Majesty's Government in Canada undertake to modify the existing regulations governing the importation of pedigree stock from the United Kingdom into Canada in a manner already agreed upon in principle between themselves and His Majesty's Government in the United Kingdom.

ARTICLE 19.—His Majesty's Government in Canada undertake to accord to those non-self-governing Colonies, Protectorates and the Mandated Territories to which the benefits of the British Preferential rates are at present accorded and also to Zanzibar the preferences on the commodities and at the rates shown in Schedule F and also any preferences for the time being accorded to the United Kingdom. Provided that His Majesty's Government in Canada shall not be bound to continue to accord any preferences to any Colony or Protectorate which, not being precluded by international obligations from according preferences, either (i) accords to Canada no preferences or (ii) accords to some other part of the Empire (in the case of Northern Rhodesia, excepting the Union of South Africa, Southern Rhodesia and the Territories of the South African High Commission) preferences not accorded to Canada.

ARTICLE 20.—Nothing in this Agreement shall prejudice or diminish any of the benefits enjoyed by any of the parties thereto under the Canada-West Indies Trade Agreement dated the 6th of July, 1925.

ARTICLE 21.—This agreement is made on the express condition that, if either Government is satisfied that any preferences hereby granted in respect of any particular class of commodities are likely to be frustrated in whole or in part by reason of the creation or maintenance directly or indirectly of prices for such class of commodities through State action on the part of any foreign country, that Government hereby declares that it will exercise the powers which it now has or will hereafter take to prohibit the entry from such foreign country directly or indirectly of such commodities into its country for such time as may be necessary to make effective and to maintain the preferences hereby granted by it.

ARTICLE 22.—This Agreement between His Majesty's Government in the United Kingdom and His Majesty's Government in Canada is to be regarded as coming into effect as from the date hereof (subject to the necessary legislative or other action being taken as soon as may be practicable hereafter). It shall remain in force for a period of five years, and if not denounced six months before the end of that period shall continue in force thereafter until a date six months after notice of denunciation has been given by either party.

ARTICLE 23.—In the event of circumstances arising which, in the judgment of His Majesty's Government in the United Kingdom or of His Majesty's Government in Canada, as the case may be, necessitate a variation in the terms of the agreement, the proposal to vary those terms shall form the subject of consultation between the two Governments.

Signed on behalf of His Majesty's Government in the United Kingdom:—

NEVILLE CHAMBERLAIN.

Signed on behalf of His Majesty's Government in Canada:—

R. B. BENNETT.

RBH

20th August, 1932.

SCHEDULE A

CANADA

As regards Eggs, Poultry, Butter, Cheese and other Milk Products, free entry for Canadian produce will be continued for three years certain. His Majesty's Government in the United Kingdom, however, reserve to themselves the right, after the expiration of the three years, if they consider it necessary in the interests of the United Kingdom producer to do so, to review the basis of preference so far as relates to the articles above enumerated and, after notifying His Majesty's Government in Canada either to impose a preferential duty on Canadian produce whilst maintaining preferential margins, or in consultation with the Canadian Government to bring such produce within any system which may be put into operation for the quantitative regulation of supplies from all sources in the United Kingdom market.

SCHEDULE B

CANADA

Wheat in grain.. . . . .	2/- per quarter.
Butter.. . . . .	15/- per cwt.
Cheese.. . . . .	15% ad valorem.
Apples, raw (excluding apples consigned direct to a registered cider manufacturer for use in making cider).. . . . .	4/6d. per cwt.
Pears, raw.. . . . .	4/6d. per cwt.
Apples, canned.. . . . .	3/6d. per cwt. in addition to the duty in respect of sugar content.
Dried fruits, now dutiable at 7/-.. . . . .	10/6d. per cwt.
Eggs in shell:—	
(a) Not exceeding 14 lbs. in weight per great hundred.. . . . .	1/- per great hundred.
(b) Over 14 lbs., but not exceeding 17 lbs.. . . . .	1/6d. per great hundred.
(c) Over 17 lbs.. . . . .	1/9d. per great hundred.
Condensed milk, whole, sweetened.. . . . .	5/- per cwt. in addition to the duty in respect of sugar content.
Copper, unwrought, whether refined or not, in ingots, bars, blocks, slabs, cakes, and rods.. . . . .	2d. per lb.



SCHEDULE C

CANADA

Timber of all kinds imported into the United Kingdom in substantial quantities from Canada, in so far as now dutiable.

- Fish, fresh, sea.
- Salmon, canned.
- Other fish, canned.
- Asbestos.
- Zinc.
- Lead.

SCHEDULE D

CANADA

- (1) The Bahamas, Barbados, Bermuda, British Guiana, British Honduras, Jamaica (including the Turks and Caicos Islands and the Cayman Islands), the Leeward Islands, Trinidad and Tobago, the Windward Islands, Fiji, the Federated and Unfederated Malay States, Mauritius and Northern Rhodesia.

*Commodity*

*Margin of Preference*

Rubber boots and shoes and canvas boots and shoes, rubber-soled. . . . . One shilling per pair (or the equivalent in the local currency), that is to say, the General Rate to be the Preferential *ad valorem* rate, if any, plus one shilling per pair specific duty.

- (2) All the Colonies and Protectorates, except Bermuda (so long as the importation of motor vehicles is prohibited), Northern Rhodesia, and Trinidad, mentioned in (1) above, and also Ceylon, Hong Kong, Malta, and the Straits Settlements.

Motor vehicles. . . . . 20 per cent *ad valorem*.

- (3) All the Colonies and Protectorates mentioned in (2) above except the Straits Settlements and Hong Kong.

Parts of motor vehicles, including rubber tires. . . . . 20 per cent *ad valorem*.

- (4) All the Colonies and Protectorates mentioned in (1) above except Fiji, the Federated and Unfederated Malay States, Mauritius, and Northern Rhodesia.

Hosiery of cotton or artificial silk. . . . . Sixpence per pair, that is to say, the General rate to be the Preferential *ad valorem* rate, if any, plus sixpence per pair specific duty.

Hosiery of silk. . . . . Ninepence per pair, that is to say, the General rate to be the Preferential *ad valorem* rate, if any, plus ninepence per pair specific duty.

Butter. . . . . One penny halfpenny per pound.

Commodity

Margin of Preference

- (5) The Bahamas.  
The preferential drawback of 25 per cent of certain Customs duties to be increased to 50 per cent of those Customs duties.
- (6) The Barbados, Bermuda, and Trinidad.  
Electrical appliances and apparatus. . . . .15 per cent *ad valorem*.  
Bacon and ham. . . . .One halfpenny per pound.
- (7) The Barbados, British Guiana, the Leeward Islands (Antigua only) and Trinidad.  
The tariff treatment of pitch pine to be assimilated to that of other wood and timber and a margin of preference of not less than ten shillings per 1,000 feet to be established.
- (8) The Barbados, Jamaica, and Trinidad.  
Condensed milk. . . . .10 per cent *ad valorem*  
(or the equivalent specific rate).  
Shooks. . . . .10 per cent *ad valorem*.
- (9) The Barbados and British Honduras.  
Potatoes and onions. . . . .Two shillings per hundred pounds.
- (10) The Barbados.  
Oats. . . . .Ninepence per hundred pounds.
- (11) Bermuda, Jamaica (including the Turks and Caicos Islands, and the Cayman Islands), the Leeward Islands, and the Windward Islands.  
Hardware. . . . .10 per cent *ad valorem*.
- (12) Bermuda.  
Eggs. . . . .Twopence per dozen.  
Canned meat. . . . .10 per cent *ad valorem*.  
Canned fruit and canned vegetables. . . . .15 per cent *ad valorem*.  
Furniture. . . . .10 per cent *ad valorem*.
- (13) Jamaica.  
Apparel of all kinds (other than hosiery). . .10 per cent *ad valorem*.  
Wood and timber. . . . .10 per cent *ad valorem*.
- (14) Ceylon.  
Bacon and ham. . . . .10 per cent *ad valorem*.  
Canned fruit and vegetables. . . . .15 per cent *ad valorem*.  
Canned fish. . . . .15 per cent *ad valorem*.
- (15) Cyprus.  
Butter, cheese, tinned fish, and timber . . . One-third of the duty in lieu of one-sixth.
- (16) The Federated and Unfederated Malay States.

Commodity

Margin of preference so soon as it is possible to institute duties thereon

- Condensed milk. . . . .10 per cent *ad valorem*.
- Printing and wrapping paper. . . . .10 per cent *ad valorem*.
- Canned fruit and canned vegetables. . . . .15 per cent *ad valorem*.
- Canned fish. . . . .15 per cent *ad valorem*.
- Electric batteries. . . . .15 per cent *ad valorem*.
- Confectionery. . . . .10 per cent *ad valorem*.
- (17) Fiji.  
Timber, dressed and undressed. . . . .Two shillings per 100 super-feet.



<i>Commodity</i>	<i>Margin of preference so soon as it is possible to institute duties thereon</i>
(18) Malta.	
Wheat flour . . . . .	Two shillings per 100 kilogrammes.
(19) Mauritius.	
Bacon and ham . . . . .	Five rupees per 100 kilogrammes.
Cheese . . . . .	10 per cent <i>ad valorem</i> .
Canned fish . . . . .	15 per cent <i>ad valorem</i> .
Electric stoves and household appliances . . . . .	15 per cent <i>ad valorem</i> .
(20) Northern Rhodesia.	
<i>Commodity</i>	<i>Margin of Preference</i>
Electrical batteries and accumulators . . . . .	15 per cent <i>ad valorem</i> .
Boxes, wooden, empty, or in shooks . . . . .	10 per cent <i>ad valorem</i> .
Wood, unmanufactured, including ceiling and flooring boards . . . . .	10 per cent <i>ad valorem</i> .
Newsprint paper; wrapping paper; unspecified plain or composite paper . . . . .	10 per cent <i>ad valorem</i> .
Motor trucks, etc., as specified in Tariff Items 130 (a) and (b) . . . . .	10 per cent <i>ad valorem</i> .
Motor cars, chassis and rubber pneumatic tires and tubes of Canadian origin . . . . .	To be admitted at the same rates as those of United Kingdom origin under Tariff Items 129 (a) and (c) and 260.
(21) Sarawak.	
Condensed milk . . . . .	10 per cent <i>ad valorem</i> .

## UNITED KINGDOM FURNITURE MARKET

G. A. NEWMAN, ASSISTANT TRADE COMMISSIONER

London, October 25, 1932.—Recently a number of Canadian manufacturers, influenced by the fact that foreign furniture imported into the United Kingdom has been subjected to a duty of 20 per cent, while Empire products are admitted free, have requested this office for particulars relating to the United Kingdom market.

In the past it has been the experience of this office that, with minor exceptions, there was little interest shown in overseas offers of household furniture, and present inquiries do not seem to indicate any change of attitude. It is estimated by an authority in the furniture trade that the annual production of the United Kingdom is valued at some £20,000,000. In comparison, the statistics of imports indicate that the average value for the past seven years is from £800,000 to £900,000, or less than one-twentieth that of home production. Of this amount, about 25 per cent is very cheap furniture from Belgium, 14 per cent bentwood furniture and similar products from Czechoslovakia, and about 30 per cent cheap furniture from Germany. Other leading suppliers were confined to Continental countries. The United States is credited with about 5 per cent of the imports, and Canada with about 1.57 per cent.

Undoubtedly, one of the chief difficulties in the way of enlisting the interest of distributors in imported furniture is that, in the face of the frequently changing styles and trade depression, many firms are inclined to keep stocks at a minimum. This is greatly facilitated by the presence of a large number of manufacturers in London, Manchester, Nottingham, Birmingham, Bath, and Glasgow, which enables the distributor to obtain supplies direct from the factory at very short notice. Another reason is that the preference as regards style in the United Kingdom differs considerably from that of North America.

In London there are six well-known furniture companies who deal in high-class products; there are also a large number of firms handling cheaper lines, many of whom have numerous branch shops. The majority of furniture companies operate an installment buying system, but according to a well-known authority, whereas the high-class retailer sells his goods on the basis of a 50 per cent mark-up on the manufactured price, there are many firms who offer attractive deferred-payment terms, and have a mark-up of 100 per cent and 20 per cent. These firms obviously have to buy very low-grade furniture (much of it imported) in order to offer it at attractive prices.

Generally speaking, oak furniture is still perhaps the type in most steady demand for dining-room suites. Mahogany is not as popular as it was a few years ago, but the market for walnut suites has revived.

An example of the average prices of walnut furniture may be had from the retail prices quoted by one well-known firm, who for a bedroom suite consisting of a 4-foot wardrobe fitted with long mirror inside of door, 3-foot 6-inch low five-drawer dressing table with triple frameless mirror, 3-foot chest stand, and one cane-seated chair, quote £39 17s. 6d. Prices for plain oak bedroom suites average about £10 lower.

According to one of the largest departmental stores catering for middle-class requirements, with branches situated in most of the important cities in the United Kingdom, the most popular three-piece bedroom suite is one of walnut, selling at £21, and which allowing for a 50 per cent mark-up on the manufacturing price, costs the retailer £14. Their oak bedroom suites sold from about £14 to £19, costing them from £7 to £9.

Pull-out dining tables in oak, whose size when closed is about 5 feet by 3 feet—probably the most common type to be found in middle-class homes—are priced retail at from £4 to £4 10s., oak dining-room chairs with drop-in rexine seats at from £1 to £1 10s., and oak sideboards fitted with three drawers and a cupboard at from £10 to £15.

Canadian firms who desire to have further particulars regarding designs and prices are advised to apply to the Department of Trade and Commerce, Ottawa, for illustrated periodicals and catalogues which have been forwarded with this report (quote file No. 26181).

In spite of the fact that buying is so largely from domestic sources of supply, and that there is a 20 per cent duty on imports from foreign countries, it is reported that unemployment in the furniture trade is almost 22 per cent of the total employed as compared with an average of 9.3 per cent for the years 1923 to 1929. Application is now before the Tariff Committee for a substantial increase in duty.

In the opinion of certain importers, Canadian firms might have some opportunity of supplying furniture in a white and knock-down condition.



## FIRST CANADIAN GRAIN SHIPMENT FROM PORT CHURCHILL TO AVONMOUTH

DOUGLAS S. COLE, CANADIAN TRADE COMMISSIONER

Bristol, October 28, 1932.—Special interest attaches to the recent sailing of the motor ship *Juventus* from the port of Churchill with 268,000 bushels of Canadian wheat for the port of Avonmouth. The *Juventus* is the first motor ship to visit Port Churchill, and the ninth boat to load there in the 1932 season. This is the first cargo of Canadian wheat to arrive at West of England ports via the Hudson Bay route.

The past ten years has seen great changes in shipments of Canadian grain to the port of Avonmouth. In that period the shipments from Vancouver to that port have grown from very small quantities until this year, for the first time, they exceeded Canadian shipments from Atlantic ports.

The total grain shipments from Canadian Pacific ports to Avonmouth amounted to 90,000 tons for the fiscal year ending March 31, 1932, as compared with 50,000 tons from Canadian ports on the Atlantic seaboard. This compares with the figures for 1931 of 75,000 tons from Canadian Pacific ports and 85,000 tons from Canadian Atlantic ports.

## BRAZIL'S OVERSEAS TRADE

Official returns of Brazilian foreign trade show that exports during August amounted in value to the equivalent of £2,012,000, while imports totalled £1,492,000. The aggregate value of exports during the first eight months of the current year was £23,236,000, compared with £34,155,000 in the corresponding period of 1931, while imports were £14,215,000, against £20,709,000. The Rio de Janeiro branch of the British Bank of South America, cabling the figures to London, adds that the general commercial situation continues depressed.

## MARKET FOR FROZEN EGG YOLK IN ITALY

A. B. MUDDIMAN, CANADIAN TRADE COMMISSIONER

[NOTE.—1 lira equals \$0·0528 (at par); 1 quintal equals 0·1102 (Canadian) ton]

Milan, October 22, 1932.—Egg yolk is extensively used in Italy by large pastry establishments, and in the cake and biscuit industries. In the years 1926 to 1929 the annual consumption reached the figure of about 3,500 quintals (385·70 tons), whereas during 1930 and 1931 it fell to 2,400 (265 tons) to 2,600 (287 tons), a decrease of about one-third. The present consumption is said to be about 2,000 quintals (220·4 tons) annually.

China is at present the chief source of supply of frozen egg yolk, and it is estimated that 1,200 quintals or more (132·24 tons) are imported from this country. Shipments are made quarterly in quantities varying from 200 quintals (22·04 tons) to 300 quintals (33·06 tons). Special ships with the necessary refrigerating apparatus are used for freight, and special refrigerating cars are attached to the trains carrying shipments of this commodity.

It is stated that an attempt has been made to introduce frozen egg yolk into this country from Turkey, but the venture has met with little or no success on account of the poor quality and unsatisfactory methods of preserving.

The usual packing employed by the present suppliers of frozen egg yolk consists of tins, weighing 14, 28, and 44 pounds. These tins are shipped in wooden cases, each containing ten 14-pound tins, five 28-pound tins, or two 44-pound tins.

The present wholesale price quoted on the Italian market for this commodity is 9 lire per kilogram or 21·6 Canadian cents per pound. It is to be noted, however, that on this price about 7 lire consist of expenses for duty and freight, clearance, etc., which can be estimated as follows:—

	Lire
Import duty per kilo. . . . .	3.00
15 per cent ad valorem (about) . . . . .	1.00
Sales tax on entry of goods . . . . .	0.15
Unloading expenses . . . . .	0.18
Railway freight . . . . .	0.30
Refrigerating expenses . . . . .	0.10 (per month)
Additional expenses for special handling of goods. . . . .	2.00
	6.73

The present duty on frozen egg yolk is 300 lire per quintal (7·1 cents per pound), plus 15 per cent ad valorem surtax, but the tariff bears the following note:—

Egg yolks, dried or liquid, for industrial use other than the preparation of alimentary products, are admitted duty free on the request of the importer, under the conditions and rules to be established by the Minister of Finance.

For duty purposes it is therefore necessary to specify for what use the commodity is intended.

From the foregoing figures it will be seen that by deducting the charges of 7 lire from the price quoted of 9 lire, an idea of the wholesale cost price is obtained—that is, 2 lire per kilogram, or 4·8 cents per pound.

Contracts for annual supplies of this commodity are concluded in January of each year, and deliveries are made in January, March, June, September, and December.

Payment is made cash against documents.

At present there are two firms supplying frozen egg yolk to the Italian market, one Italian and the other French, but both firms, it is understood, obtain their product from China. While formerly admitted exempt from all but the 15 per cent ad valorem duty, the recent heavy duty imposed on this commodity has made trading more difficult, and at present there is a large volume of Italian eggs available, owing to the considerable reduction in the domestic exports of poultry and eggs. While the actual situation therefore would seem to be a little uncertain, it is believed that if Canadian firms can offer competitive prices, as soon as the Italian excess of this commodity subsides there will be an opportunity to sell egg yolk of Canadian origin on this market.

## LIQUIDATION OF FOREIGN OBLIGATIONS IN BRAZIL

In *Commercial Intelligence Journal* No. 1498 (October 15, 1932) the regulations governing the liquidation of obligations in foreign currency in Brazil were given and explained. There has since been received by the Department of Trade and Commerce from Mr. A. S. Bleakney, Canadian Trade Commissioner in Rio de Janeiro, a cable, the import of which is that the Bank of Brazil has duly supplied the first instalment of foreign exchange promised for October 31, 1932, but that exchange will only be delivered for the balance in four (instead of three as decreed) monthly instalments provided that milreis (paper) had already been deposited by the debtor firms. The Bank of Brazil has so far made deliveries of cover due under the terms of Decree 21604 quoted in the above issue, but they have been made thirty days late.



## MORATORIUM ON OBLIGATIONS IN BRAZILIAN CURRENCY EXTENDED

A. S. BLEAKNEY, CANADIAN TRADE COMMISSIONER

Rio de Janeiro, October 20, 1932.—A report was published in *Commercial Intelligence Journal* No. 1498 (October 15, 1932) with regard to the Brazilian moratorium on obligations in foreign currencies, which directly affects Canadian collections in Brazil.

Coincident with the proclamation of the above moratorium, there was also decreed a moratorium on internal obligations payable in milreis. This was only of minor interest to Canadian exporters as it ran roughly parallel to the decree covering foreign debts.

An extension of this internal moratorium was, however, decreed on October 14 for internal milreis obligations contracted before July 9 in the State of São Paulo or before July 20 outside of São Paulo.

Prior to the issue of this latest decree, due dates of obligation maturing between July 19 and October 19 were extended for seventy-five days and payable thereafter in four fortnightly instalments.

For the obligations contracted prior to the dates mentioned, the new decree results in a total extension of five months after which the first instalment becomes due.

While this five months' moratorium is purely internal, it will probably have an adverse effect on foreign collections even when the cover is available, more particularly in the case of the weaker importers who will be unable in many cases to realize on their re-sales to wholesalers. However, as the interest rate (if not specified in the obligation) is 9 per cent, many firms will not take advantage of the moratorium, which is optional.

## STATE CONTROL OF GRAIN PRODUCTION IN ARGENTINA

Promoted by the Government, a bill is now before the Argentine Congress in which it is proposed that the Government shall exercise control and supervision over the cultivation and production of grain, and over the internal and export trades in grain.

The current issue of the Anglo-South American Bank Circular contains a message from the bank's correspondent at Buenos Aires which states that, according to the bill, the production and the buying and selling and export of grain in the republic will be subject to the control and supervision of a National Grain Commission. This commission will have power to supervise the cultivation of grain by means of selected seeds, etc., and under the bill the Government decrees of March 17, 1932, respecting control of the grain markets are to have force of law. All persons and companies exporting grain from the republic will be registered with the National Grain Commission, and without this requisite the customs authorities will not clear any cargo. Samples of the exported grain are also to be submitted to the commission.

To meet the expenditure involved by this supervision of grain production and export the commission may establish a tax of up to 2 centavos per quintal on all grain exported, which will be paid by the exporter.

## CHINESE CONSULAR INVOICES AS APPLIED TO HONGKONG

V. E. DUCLOS, CANADIAN TRADE COMMISSIONER

Hongkong, October 4, 1932.—Although the consular certificates required for shipment direct from Canadian ports to South China are not required for Hongkong, certain inconveniences and difficulties in connection with these are being encountered by traders here.

The greater part of the imports into Hongkong destined for South China is split up into smaller lots before they are re-exported. Under existing regulations, these goods when re-exported will require a consular certificate, but there is no Chinese consul in Hongkong, nor is there up to the present any person authorized to issue the required certificates.

In most cases the original shipment is covered by consular certificates issued in the country of origin. Some system is called for whereby either (a) fractions of that shipment may be certified as being part of shipment already covered by consular invoices; or (b) separate consular invoices issued for each divided portion.

Up to the end of October, the Chinese customs at port of destination will on payment of the required fee issue the consular invoice in respect of goods which have not already been certified. The fee is at present being paid by the consignee.

The present position is that merchants in Hongkong who import goods destined for China are forwarding them without a consular invoice.

The Hongkong Government is keeping in close touch with the British Foreign Office in this matter and negotiations are proceeding which, it is hoped, will result in the early authorization of some one in Hongkong to issue the required certificate in order that double or, later, treble payment of fees may be avoided.

When the position has been made clear, it may be advisable for the Canadian exporter to obtain consular certificates for all goods exported to Hongkong (although not required by Hongkong itself), in order that the documents may be used when the goods pass into China, as most of them will. Even so, however, a system will be needed whereby fractions of a shipment could be certified by a local authority as being part of the shipment covered by a particular consular certificate.

[Reports on the consular invoices called for by the National Government of the Republic of China were published in Nos. 1490 and 1492 of the *Commercial Intelligence Journal*.]

## WHAT THE CANADIAN EXPORTER CAN DO FOR THE TRADE COMMISSIONER

The meagre information frequently furnished by Canadian exporters places a serious handicap on the Trade Commissioner in his efforts to market their products.

A general statement, therefore, of the facts about the exporter, his banking references, whether he is already engaged in foreign trade, and for what period and to what extent, are some of the essentials which should be given in the first letter either to the Department or to a Trade Commissioner, particularly the latter. He also wants general data about the commodity which the exporter wishes to sell in that particular market, noting any special advantages pertaining to the line offered, particularly as compared with well-known articles of the same type from other countries. He also wants to know exactly what



the manufacturer is himself willing to do to place his goods in the new field: the basis on which sales would be made to the importer or on which goods could be offered for sale by a recognized agent, and the commission that would be paid the latter; what would be required of an importing house or agent in order to obtain the agency for the line; whether the manufacturer would send consignment stock or samples and in what quantity; whether he is prepared to advertise or to co-operate in advertising and to what extent; the facilities possessed by the manufacturer for export shipment, and the kind of supervision that is exercised by him over the packing of goods destined for a distant market.

#### PRICES

Prices should never be quoted from an interior manufacturing point in Canada. Where quotations c.i.f. port of destination are not practicable, they should be given f.o.b. steamer, but it is strongly recommended that prices should be quoted c.i.f. This is a most important point, as the foreign buyer has no definite knowledge of the charges likely to be incurred if quotations are f.o.b. cars at port of shipment and freight rates from some interior point in Canada to the seaboard are unobtainable in foreign countries. He has no means of knowing insurance rates, or the elements that enter into the fixing of the premiums. As a rule he is unable to obtain a quotation of an outward freight rate at an inward port, as the general practice of steamship companies is to refer a request for a freight rate from (say) Montreal to Auckland to the agent in the former city, although an approximate rate may be quoted. The foreign buyer is at a distinct disadvantage unless prices are quoted c.i.f.

#### DISCOUNTS

Discounts should be printed, or typewritten, preferably on a folder or slip accompanying the catalogue. In submitting an illustrated descriptive catalogue to prospective customers the importer should not be placed in the position of having to disclose the exact terms on which the goods are offered to him.

#### GROSS AND NET WEIGHT

A knowledge of the gross and net weights per unit quoted is essential. Without these the prospective purchaser is unable to estimate laid down costs.

#### SUMMARY OF POINTS TO BE NOTED

The fullest possible information in regard to the commodity and complete details on the following points would greatly aid the Trade Commissioners in the intelligent handling of inquiries addressed to them as to the introduction and subsequent marketing of Canadian goods on behalf of exporters:—

1. Cable address, code used, and special code words not in the regular code books.
2. Bankers' references.
3. (a) The basis on which prices are quoted, whether c.i.f. main foreign ports; f.a.s. Canadian ports; or f.o.b. vessel.  
 (b) Are prices in Canadian or American funds?  
 (c) If prices are c.i.f. and transshipment has to be made, are such items as consular charges and disbursements at port of transshipment and/or unloading for account of buyer?
4. Are quotations firm, or subject to change without notice due to fluctuations in costs of raw material?

5. On what quantity basis are quotations made? Can prices be reduced on quantity orders, and if so how much?
6. Are orders subject to acceptance by exporter?
7. What brand do lines bear, and are these to be sold under this brand in foreign markets?
8. What is the nature of packing? Heavy wooden crates, boxes, new bags or burlap?
9. Are lines stocked and available for immediate shipment? If not, how long after receipt of order will goods go forward?
10. What are your terms? Is there a special discount for cash?
11. What is the gross and net weight in pounds? Measurement in cubic feet?

With the foregoing information on hand, supplemented by recent catalogues and descriptive literature, and, if not too bulky, samples—not necessarily a full range—Trade Commissioners are put in a position to give at short notice the best service to Canadian exporters and can either place them in communication with reliable importers or recommend suitable agents.

## UNITED KINGDOM MERCHANDISE MARKS ACT

### STAPLES FOR STAPLING MACHINES

The Board of Trade give notice that they have referred to the Merchandise Marks Committee an application for an Order in Council to require the marking with an indication of origin of imported stationers' sundries of the following description: staples for stapling machines.

## TARIFF CHANGES AND CUSTOMS REGULATIONS

### Wheat and Flour Duties in Peru

Mr. C. S. Bissett, Canadian Trade Commissioner in Peru, writing from Lima on October 17, 1932, advises that a law promulgated October 10, 1932, imposes a supplementary import duty of  $\frac{1}{2}$  centavo per gross kilo on wheat and 4 centavos per gross kilo on wheat flour. However, these duties will not be subject to the usual surcharges, which amount to 20 to 22 per cent of the basic duty depending upon the Peruvian port of import. The previous basic duty on wheat was  $1\frac{1}{4}$  centavos per gross kilo, and on flour 4 centavos per gross kilo.

At the current rate of exchange of the sol (100 centavos) equalling 20 cents Canadian, the total duty on wheat is the equivalent of about 11 cents per bushel and the duty on flour to 80 cents Canadian per 100 pounds.

### Jamaica Tariff Changes

F. W. FRASER, CANADIAN TRADE COMMISSIONER

Kingston, Jamaica, October 31, 1932.—On October 27 the Jamaica Legislative Council completed consideration in committee of a bill, which had been introduced a few days before, to amend the colony's tariff laws so as to grant the additional preferences on Empire goods determined at the Imperial Economic Conference at Ottawa. The bill, as passed into law, assented to by the Governor



on October 28, makes the following changes in the Jamaican tariff of customs duties on imported goods:—

	Old Duties		New Duties	
	Preferential	General	Preferential	General
Apparel of all kinds, not otherwise specified. . . . . ad val.	15%	20%	15%	25%
Biscuits, unsweetened, in bulk, i.e., packed in barrels or boxes not containing small internal packages				
per 100 lb.	3s. 1d.	4s. 2d.	3s. 1d.	5s. 2d.
Biscuits, otherwise packed. . . . . per lb.	1½d.	2d.	1½d.	2½d.
Boots and shoes, rubber or canvas, with rubber soles . . . . . ad val.	15%	20%	15%	15%
				plus 1s. per pr.
Fruit, dried . . . . . ad val.	15%	20%	15%	30%
Hardware. . . . . ad val.	15%	20%	15%	25%
Hosiery, cotton . . . . . ad val.	15%	20%	10%	10%
Hosiery, silk* . . . . . ad val.	15%	20%	10%	plus 6d. per pr. 10%
Jams, jellies and preserved fruits, ad val.	15%	20%	15%	plus 9d. per pr. 30%
Meats, canned, or contained in jars, bottles or other similar vessel, ad val.	10%	20%	10%	25%
Milk, condensed (including weight of tin) per 48 lb.	1s. 6d.	3s.	1s. 6d.	1s. 6d. plus 10% ad val.
Milk, powdered or preserved . . . . . ad val.	15%	20%	15%	25%
Motor vehicles, including component parts and accessories . . . . . ad val.	15%	20%	10%	30%
Rubber tires and tubes for motor vehicles . . . . . ad val.	15%	20%	10%	30%
Shooks of all kinds, also wood hoops, truss hoops, staves and headings ad val.	Free	Free	Free	10%
Tobacco, viz., cigarettes (including weight of paper covering) . . . . . per lb.	9s.	12s.	9s.† 10s.‡	12s.§
Wood and timber, unmanufactured—				
(a) Lumber, sawn or hewn, undressed, by superficial measurement of 1 inch thick . . . . . per M ft.	6s. 9d.	9s.	6s. 9d.	6s. 9d. plus 10% ad val.
(b) Lumber, sawn or hewn, wholly or partly dressed, by superficial measurement of 1 inch thick per M ft.	10s. 6d.	14s.	10s. 6d.	10s. 6d. plus 10% ad val.
(c) Shingles, cypress, more than 12 in. in length. . . . . per M	4s. 6d.	6s.	4s. 6d.	4s. 6d. plus 10% ad val.
(d) Shingles, wallaba. . . . . per M	4s. 6d.	6s.	4s. 6d.	4s. 6d. plus 10% ad val.
(e) Shingles, Boston chips, and all shingles not otherwise enumerated or described . . . . .	3s.	4s.	3s.	3s. plus 10% ad val.

\* Including artificial silk hosiery and also hosiery in which the chief component of value is silk or artificial silk.

† If manufactured within the British Empire and containing not less than 50 per cent of British Empire tobacco.

‡ If manufactured within the British Empire and containing less than 50 per cent of British Empire tobacco.

§ Not otherwise specified.

The amending law also provides that these and all other tariff preferences granted by Jamaica shall apply to goods which are the growth, produce, or manufacture of "the British Empire," and defines the latter term to mean the United Kingdom, the Dominions, India, Southern Rhodesia, all Colonies and Protectorates, Mandated Territories, and also all territories administered by or under the authority of a Dominion Government. Those sections of the principal law (No. 4 of 1925) which provided for the grant of tariff preferences to the United Kingdom and the Dominion of Canada, and also for extension by resolution of the Jamaica Legislative Council of such preferences to other parts of the British Empire (actually such extension had already been made in respect of practically the whole Empire), are now repealed.

### Preferences in Malay States

Information has been received that, effective October 14, a registration fee of 20 per cent ad valorem is to be charged on the first registration of foreign motor vehicles, including cars, lorries, buses, traction engines, and motorcycles, imported into the Federated Malay States and the Straits Settlements. These articles when of Canadian or other Empire origin are exempt from this tax.

The following commodities, which were duty free from all countries, have been, since October 14, subjected to rates of duty as follows:—

	General Tariff	British Preferential Tariff
Motor and motor cycle tires (outer covers) . . . . .ad val.	20%	Free
Motor and motor cycle inner tubes . . . . .ad val.	20%	Free
Ground nuts . . . . .per lb.	2 cents (S.)	1 cent (S.)
Milk (including cream), condensed desiccated or pre- served . . . . .ad val.	12½%	2½%
Fruits, jams, marmalade, vegetables, fish, meat and soup in metal, glass or earthenware containers .ad val.	20%	5%
Printing paper . . . . .ad val.	10%	Free
Manufactured brass, bronze and copper wares . . .ad val.	15%	5%
Batteries for electric torches or hand lamps . . .ad val.	20%	5%
All other electric lamps . . . . .ad val.	15%	Free
Paraffin wax and articles made thereof . . . . .ad val.	15%	5%
Tanned hides and skins . . . . .ad val.	15%	5%
Fish maws and shark's fins . . . . .ad val.	15%	5%
Umbrellas and lamp shades covered with silk, arti- ficial silk or cotton . . . . .ad val.	10%	5%

Tinned butter, which was dutiable at 12 Straits cents per pound from all sources, has been increased to 17 Straits cents per pound when of non-Empire origin, and frozen butter, which was 15 Straits cents per pound from all sources, has been increased to 20 Straits cents per pound when of non-Empire origin.

The rate of 10 per cent ad valorem applicable to all countries has been increased to 20 per cent ad valorem to foreign countries on cotton, linen, jute or artificial silk, felt, flannel, woollen and all textile goods made from plant fibres, whether finished goods or not (other than yarn, thread, gunnies and waste), also on unspecified wearing apparel. This establishes a preferential margin of 10 per cent ad valorem for Empire textiles and wearing apparel.

There is a new duty of 50 Straits cents per pair general tariff and 10 Straits cents per pair preferential tariff on rubber boots and shoes and canvas boots and shoes with rubber soles, and 25 Straits cents and 5 Straits cents, respectively, on rubber soles.

There has also been some increased preferences on brandy and wines.

The Straits dollar (100 Straits cents) is the equivalent of 56.78 Canadian cents.

### Dutch Import Restrictions

Mr. J. C. Macgillivray, Canadian Trade Commissioner in Rotterdam, writes under date October 25 that the restrictions on footwear when imported into the Netherlands, to which reference was made in *Commercial Intelligence Journals* No. 1465 (February 27, 1932) and No. 1476 (May 14, 1932), have been extended until March 31, 1933.

Included in these are boots, shoes and slippers, wholly or for the greater part made of rubber. During the period affected by the restriction, 100 per cent of the average number of pairs imported from each country for six months during the years 1930 and 1931 may be brought into the Netherlands.

This restriction became effective on October 3, 1932.

### Tariff Increases in Nicaragua

Writing under date October 28, 1932, Mr. H. Leslie Brown, Acting Trade Commissioner in Mexico City, advises that by a recent decree emergency increases of 50 and 100 per cent have been made in the rates of over 450 items of the import tariff of Nicaragua.



### Reduction in Import Surtax in Portugal

Mr. A. B. Muddiman, Canadian Trade Commissioner in Milan, writes under date October 24, 1932, that, owing to a Commercial Convention signed between Portugal and France on July 18, and provisionally effective from October 18, 1932, the Portuguese import surtax on certain goods of Canadian origin will now be reduced from 20 per cent to 5 per cent on the customs duty. Canada participates in the benefits of the Convention by virtue of the Canadian-Portuguese most-favoured-nation trade agreement of October 1, 1928.

Among the goods affected, the following may be of interest to Canadian exporters: copper and copper alloy wire; fertilizers; agricultural machinery and parts and garden tools; medicines, including neosalvarsan, salvarsan, sulphursenal, insuline sinocrisine, and alocrisine.

### Tariff Changes in Mexico

Writing under date October 26, 1932, Mr. H. Leslie Brown, Acting Trade Commissioner in Mexico City, advises that a number of changes have recently been made in the import tariff of Mexico, covering the following items:—

Magnesium in bars; iron or steel containers of the "Thermos" type, with a capacity greater than 15 litres (13·2 quarts); tapes or strips of cloth up to 15 cm. (5·9 inches) in width, impregnated with oxidized oils or prepared on both sides with adhesive substances; caffein and its salts; belt dressings; mixtures of phosphoric acid and alcohol radicals with alkaline bases; colours in solid form used in the manufacture of rubber goods, and colours of organic or mineral origin; dressings and similar pastes, including those with a base of india-rubber or gutta-percha; repair sets for automobile tires; rubber tubes and piping; rubber sheets with grooves or bosses, or plain, or in mosaic form; rubber water bags, sponges, and soles; hat linings of silk or artificial silk, or stuffs containing either; wooden separators and other parts for storage batteries; rubber irrigators for medical use; and cartridges loaded or empty for firearms.

### Preference Increases in Antigua

By resolution of the Legislative Council of Antigua, on October 18, 1932, the customs tariff of that colony was amended in compliance with recommendations made at the recent Imperial Economic Conference. Former and new rates of duty are: —

	Former Rates		New Rates	
	British Preferential Tariff	General Tariff	British Preferential Tariff	General Tariff
Rubber boots and shoes and canvas boots and shoes with rubber soles. . . . .ad val.	10%	20%	10%	10% plus 1s. pair
Butter. . . . .per 100 lb.	8s. 4d.	15s.	8s. 4d.	20s. 10d.
Motor bicycles and tricycles and parts thereof, including tires . . . . .ad val.	10%	15%	10%	30%
Motor cars and motor vehicles and parts thereof, including tires . . . . .ad val.	10%	15%	10%	30%
Hardware. . . . .ad val.	10%	15%	10%	20%
Hosiery of cotton and artificial silk. . . . .ad val.	10%	15%	10%	10% plus 6d. pair
Hosiery of silk . . . . .ad val.	10%	15%	10%	10% plus 9d. pair
Lumber, white pine, spruce, fir and hemlock . . . . .per M ft.	6s. 8d.	20s.	6s. 8d.	16s. 8d.
Lumber, pitch pine. . . . .per M ft.	8s. 4d.	12s. 6d.	6s. 8d.	16s. 8d.

All the above rates are increased by a surtax of 10 per cent of the duty. Canada is entitled to the British preferential tariff rates.

## TENDERS INVITED

### New Zealand

Copies of specifications have been received from Mr. H. L. E. Priestman, Acting Trade Commissioner in Auckland, for the following equipment required by the Post and Telegraph Department, Wellington: (1) 160,000 galvanized coach screws, to specification; (2) 100 resistance spools, to specification. These specifications are open for inspection at the Department of Trade and Commerce, Ottawa. Tenders, which close on January 17, 1933, should be addressed to the Secretary (Stores Division), General Post Office, Wellington, in accordance with these specifications.

### FOREIGN EXCHANGE QUOTATIONS FOR WEEK ENDING NOV. 7

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending November 7, 1932, with the official bank rate. Quotations for the week ending October 31, 1932, are also given for the sake of comparison:—

Country	Unit	Nominal Quotations in Montreal Week ending Oct. 31	Nominal Quotations in Montreal Week ending Nov. 7	Official Bank Rate
Austria . . . . .	Schilling	\$. 1563	\$. 1622	6
Belgium . . . . .	Belga	.1538	.1599	3½
Bulgaria . . . . .	Lev	.0079	.0082	8
Czechoslovakia . . . . .	Krone	.0328	.0340	4½
Denmark . . . . .	Krone	.1898	.1976	3½
Finland . . . . .	Markka	.0167	.0174	6½
France . . . . .	Franc	.0434	.0451	2½
Germany . . . . .	Reichsmark	.2633	.2727	4
Great Britain . . . . .	Pound	3.6346	3.8015	2
Greece . . . . .	Drachma	.0068	.0069	10
Holland . . . . .	Guilder	.4448	.4622	2½
Hungary . . . . .	Pengo	.1937	.2012	4½
Italy . . . . .	Lira	.0566	.0588	5
Jugo-Slavia . . . . .	Dinar	.0197	.0204	7½
Norway . . . . .	Krone	.1858	.1944	4
Portugal . . . . .	Escudo	.0354	.0367	6½
Roumania . . . . .	Leu	.0063	.0068	7
Spain . . . . .	Peseta	.0906	.0940	6
Sweden . . . . .	Krona	.1909	.2018	3½
Switzerland . . . . .	Franc	.2132	.2215	2
United States . . . . .	Dollar	1.1062	1.1493	2½
Argentina . . . . .	Peso (Paper)	.2854	.2965	—
Brazil . . . . .	Milreis	.0829	.0862	—
Chile . . . . .	Peso	.0677	.0703	4½
Colombia . . . . .	Peso	1.0592	1.1005	5
Mexico . . . . .	Peso	.3500	.3695	6-7
Peru . . . . .	Sol	.1908	.1953	6
Venezuela . . . . .	Bolivar	.2046	.2011	—
Uruguay . . . . .	Peso	.5227	.5430	—
Cuba . . . . .	Peso	1.1054	1.1485	—
Hongkong . . . . .	Dollar	.2516	.2628	—
India . . . . .	Rupee	.2765	.2890	4
Japan . . . . .	Yen	.2345	.2370	4.38
Java . . . . .	Guilder	.4469	.4626	4½
Shanghai . . . . .	Tael	.3286	.3461	—
Siam . . . . .	Baht (Tical)	. . . . .	. . . . .	—
Straits Settlements . . . . .	Dollar	.4299	.4438	—
British Guiana . . . . .	Dollar	.8576	.8897	—
Jamaica . . . . .	Pound	3.6506	3.8389	—
Other British West Indies . . . . .	Dollar	.8576	.8897	—
Martinique . . . . .	Franc	.0434	.0451	—
Guadeloupe . . . . .	Franc	.0434	.0451	—
Australia . . . . .	Pound	2.9091	3.0427	—
Egypt . . . . .	Pound (100 piastres)	3.7278	3.8990	—



## TRADE OPPORTUNITIES ABROAD FOR CANADIAN PRODUCTS

The Trade Inquiries for Canadian products published below have been received since the publication of the last issue of the *Commercial Intelligence Journal*. Interested exporters may secure the names and addresses of the firms making these inquiries, together with further details regarding the commodities required, on application to the Director, Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa, or—

### Secretary, Board of Trade—

St. John, N.B.,	Woodstock, Ont.,	Vancouver, B.C.,
Halifax, N.S.,	St. Mary's, Ont.,	New Westminster, B.C.
Quebec, P.Q.,	Portage la Prairie, Man.,	
Montreal, P.Q.,	St. Boniface, Man.,	
Toronto, Ont.,	Winnipeg, Man.,	

### Secretary, Chamber of Commerce—

Sherbrooke, P.Q.,	Belleville, Ont.,	Hamilton, Ont.,
Kingston, Ont.,	Peterborough, Ont.,	Victoria, B.C.,
Oshawa, Ont.,	London, Ont.,	Prince Rupert, B.C.

Border Chamber of Commerce, Windsor, Ont.

Industrial Commissioner, Stratford, Ont.

La Chambre de Commerce, de Montréal, 25 St. James E., Montreal, P.Q.

### Secretary, Canadian Manufacturers' Association—

Toronto, Ont.,	Winnipeg, Man.,	Vancouver, B.C.,
Montreal, P.Q.,	Edmonton, Alta.,	Victoria, B.C.

The Maritime Provinces Trade Commissioner, 122 Federal Building, Toronto, Ont.

The Bureau of Provincial Information, Victoria, B.C.

## Foodstuffs

Commodity	No.	Location of Inquirer	Purchase or Agency
Foodstuffs, particularly Canned Fruit, Canned Fish, Macaroni, etc.	768	Antwerp, Belgium.....	Agency.
Flour.....	769	Bahamas, B.W.I.....	Purchase or Agency.
Flour.....	770	Barranquilla, Colombia....	Purchase.
Canned Lobster.....	771	Genoa, Italy.....	Agency.
Canned Salmon.....	772	Beyrouth, Syria.....	Agency.
Canned Salmon.....	773	Jaffa, Palestine.....	Agency.
Canned Fish..... (including Canned Salmon).	774	London, England.....	Agency.
Canned Salmon.....	775	Alexandria, Egypt.....	Purchase.
Canned Pilchards.....	776	Alexandria, Egypt.....	Purchase.
Canned Pilchards.....	777	Beyrouth, Syria.....	Agency.
Canned Herrings.....	778	Jaffa, Palestine.....	Agency.
Canned Sardines.....	779	Jaffa, Palestine.....	Agency.
Canned Fruits.....	780	Alexandria, Egypt.....	Purchase.
Dehydrated Apples.....	781	Bordeaux (Gironde), France.	Agency.
Canned Vegetables and Canned Fruits (including Gallon Apples); Tomato Puree.	782	London, England.....	Agency.
Canned Milk (Condensed and Evaporated).	783	London, England.....	Agency.
Condensed Milk.....	784	Bahamas, B.W.I.....	Purchase.
Cheese, Cheddar, and Cream.....	785	Alexandria, Egypt.....	Purchase.
Roller Process Milk Powder.....	786	London, England.....	Buying Agents.
Potatoes.....	787	Bahamas, B.W.I.....	Purchase.
Honey.....	788	Brussels, Belgium.....	Purchase.

## Miscellaneous

Commodity	No.	Location of Inquirer	Purchase or Agency
White and Yellow Corn Grits; Yellow Corn Meal.	789	Bahamas, B. W. I. ....	Purchase.
Fishmeal.....	790	Amsterdam, Holland.....	Purchase.
Piston Rings.....	791	Buenos Aires, Argentina...	Agency.
Piston Rod Pinions.....	792	Buenos Aires, Argentina...	Agency.
Silos (Cement and Wooden Silos with Elevators).	793	Lima, Peru.....	Agency.
Cobalt Ore, Cobalt-Nickel Ore.....	794	London, England.....	Agency.
Rubber Goods.....	795	London, England.....	Agency.
Rubber Goods.....	796	Barbican, London.....	Agency.
Rubber Products.....	797	London, England.....	Agency.
Rubbers (Galoshes).....	798	Turin, Italy.....	Agency.
Wheel Tires.....	799	Bangkok, Siam.....	Purchase.
Douglas Fir.....	800	Glasgow, Scotland.....	Agency.
Maple Flooring; Birch Flooring...	801	Glasgow, Scotland.....	Agency.

## PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

## From Montreal

To *Liverpool*.—Duchess of Atholl, Nov. 18; Duchess of Bedford, Nov. 23; Montrose, Nov. 26; Duchess of York, Nov. 30—all Canadian Pacific; Antonia, Cunard Line, Nov. 26.

To *London*.—Beaverdale, Nov. 18; Beaverbrae, Nov. 23; Beaverhill, Nov. 26—all Canadian Pacific; Aurania, Nov. 18; Ausonia, Nov. 26—both Cunard Line.

To *Manchester*.—Manchester Citizen, Nov. 17; Manchester Producer, Nov. 24; Manchester Regiment, Nov. 29—all Manchester Line.

To *Avonmouth, Cardiff and Swansea*.—Nevisian, Leyland Line, Nov. 26.

To *Glasgow*.—Athenia, Nov. 18; Airthria, Nov. 25—both Anchor-Donaldson Line.

To *Newcastle and Leith*.—Cairnesk, Nov. 18 (also calls at Dundee); Cairndhu, Nov. 25—both Cairn-Thomson Line.

To *Belfast and Dublin*.—Kenbane Head, Head Line, Nov. 22 (cargo accepted for Londonderry and Cork).

To *Antwerp*.—Beaverdale, Nov. 18; Beaverhill, Nov. 26—both Canadian Pacific; Brant County, Nov. 15; Grey County, Nov. 29—both County Line (also call at Havre).

To *Hamburg*.—Beaverbrae, Canadian Pacific, Nov. 23; Hagen, Hamburg American-North German Lloyd Line, Nov. 18 (also calls at Bremen).

To *South France and Italian Ports*.—Valflorita, Lloyd-Mediterraneo Italian Service, Nov. 18.

To *Norwegian Ports*.—Topdalsfjord, North American Line, November.

To *Scandinavian and Baltic Ports*.—Frode, Scandinavian-American Line (does not call at Gothenburg), Nov. 15.

To *St. John's, Nfld., and St. Pierre-Miquelon*.—Silvia, Furness-Red Cross Line, Nov. 18 and Dec. 2; Belle Isle, Newfoundland-Canada SS., Nov. 26.

To *Cornerbrook, Nfld.*—New Northland, Clarke SS. Co., Nov. 23.

To *Hamilton (Bermuda), Puerto Rico, St. Kitts, Antigua, St. Lucia, Guadeloupe, Martinique, Barbados, St. Vincent, Grenada, Trinidad and Demerara*.—Chomedy, Nov. 18; Colborne, Nov. 26—both Canadian National.

To *Hamilton (Bermuda), Nassau (Bahamas), Kingston (Jamaica), and Belize (British Honduras)*.—Lady Somers, Nov. 17; Cathcart (calls at St. Georges but not at Hamilton or Nassau), Nov. 25—both Canadian National.

To *Bermuda, St. Kitts, Antigua, Guadeloupe, Dominica, Martinique, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo*.—Moyra, Ocean Dominion SS. Corp., Nov. 24.

To *Tampico and Vera Cruz*.—A steamer, Canadian National, weekly.

To *Montevideo and Buenos Aires*.—Evanger, Canadian-South American Line, Nov. 17.

To *Colombia, Ecuador, Peru and Chile*.—A steamer, Canadian National, monthly.

To *Auckland, Wellington, Lyttelton, Dunedin, Brisbane, Sydney and Melbourne*.—Canadian Cruiser, Nov. 24; Canadian Conqueror (also calls Timaru), Nov. 25—both Canadian National.

To *West and South African Ports*.—Mattawin, Elder Dempster Lines, Ltd., Nov. 25.



### From Halifax

*To Liverpool.*—Montcalm, Dec. 10; Duchess of Atholl, Dec. 16; Montrose, Dec. 24; Montclare, Dec. 31—all Canadian Pacific; Manchester Exporter, Nov. 22; Manchester Merchant, Dec. 7; Manchester Hero, Dec. 31—all Manchester Line; Nova Scotia, Nov. 29; Newfoundland, Dec. 20—both Furness Line; Georgic, White Star Line, Dec. 4; Dakotian, Leyland Line, Dec. 8.

*To London.*—Beaverford, Dec. 10; Beaverburn, Dec. 17; Beaverdale, Dec. 24; Beaverbrae, Dec. 31—all Canadian Pacific; Italian Prince, Nov. 14 and Dec. 26; Corsican Prince, Nov. 28; Sardinian Prince, Dec. 12—all Furness Prince Line; Westernland, Red Star Line, Nov. 20; Ascania, Dec. 3; Aurania, Dec. 17—both Cunard Line.

*To Southampton.*—Duchess of Richmond, Canadian Pacific, Dec. 9; Westernland, Nov. 20 and Dec. 15; Pennland, Dec. 3—both Red Star Line.

*To Manchester.*—Manchester Citizen, Nov. 20; Manchester Exporter, Nov. 22; Manchester Producer, Nov. 27; Manchester Regiment, Dec. 2; Manchester Brigade, Dec. 16; Manchester Division, Dec. 30; Manchester Hero, Dec. 31—all Manchester Line; Dakotian, Leyland Line, Dec. 8.

*To Avonmouth, Cardiff and Swansea.*—Kastalia, Dec. 17; Salacia, Dec. 31—both Cunard-Donaldson Line.

*To Glasgow.*—Letitia, Dec. 10; Sulairia, Dec. 24—both Anchor-Donaldson Line.

*To Newcastle and Leith.*—A steamer, Dec. 12 (also calls at Dundee and Hull); a steamer, Dec. 26—both Cairn-Thomson Line.

*To Antwerp.*—Beaverford, Dec. 10; Beaverburn, Dec. 17; Beaverbrae, Dec. 31—all Canadian Pacific; Westernland, Nov. 20 and Dec. 15; Pennland, Dec. 3—both Red Star Line.

*To Hamburg.*—Beaverdale, Canadian Pacific, Dec. 24.

*To Gothenburg.*—Drottningholm, Dec. 4; Grip-holm, Dec. 10—both Swedish-American Line; Korsholm, Swedish-American-Mexico Line, Dec. 24 (also calls at Copenhagen).

*To St. John's, Nfld., and St. Pierre-Miquelon.*—Rosalind, Nov. 14; Dominica, Nov. 28 and Dec. 12 and 26—both Furness-Red Cross Line; H. J. Kyvig, Nov. 19 and Dec. 10 and 31; Magnhild, Nov. 22 and Dec. 6—both Newfoundland-Canada SS.; Portia, Newfoundland Railway Co., Nov. 26 (does not call at St. Pierre); Nova Scotia, Nov. 29 and Dec. 31; Newfoundland, Dec. 10 and 20—both Furness Line (do not call at St. Pierre).

*To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.*—Lady Drake, Nov. 15 and Dec. 18; Lady Nelson, Nov. 27; Lady Hawkins, Dec. 11—all Canadian National.

*To Santiago (Cuba) and Kingston (Jamaica).*—Calabria, Nov. 23 and Dec. 21; Andalusia, Dec. 7 (calls at Montego Bay and other Jamaican outports)—both Pickford & Black, Ltd.

*To Bermuda, St. Kitts, Antigua, Guadeloupe, St. Lucia, Dominica, Martinique, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo.*—Primo, Nov. 14; Moyra, Nov. 29; Venda, Dec. 14—all Ocean Dominion SS. Corp.

*To Hamilton (Bermuda), Nassau (Bahamas), Kingston (Jamaica), and Belize (British Honduras).*—Cavelier (does not call at Hamilton or Nassau), Nov. 14 and Dec. 7; Cathcart (calls at St. Georges, Bermuda, but not at Hamilton or Nassau), Nov. 28 and Dec. 21; Lady Rodney, Nov. 30 and Dec. 28—all Canadian National.

*To Hamilton (Bermuda), Puerto Rico, St. Kitts, Antigua, St. Lucia, Guadeloupe, Martinique, Barbados, St. Vincent, Grenada, Trinidad and Demerara.*—Chomedy, Nov. 22 and Dec. 24; Colborne, Dec. 3—both Canadian National.

*To Auckland, Wellington, Lyttelton, Dunedin, Brisbane, Sydney and Melbourne.*—Canadian Victor, Dec. 23; Canadian Challenger, Dec. 30—both Canadian National.

### From Saint John

*To London and Antwerp.*—Beaverford, Dec. 9; Beaverburn, Dec. 16; Beaverdale (calls at Hamburg but not at Antwerp), Dec. 26; Beaverbrae, Dec. 30—all Canadian Pacific; Hada County, County Line, Dec. 23 (calls at Havre but not at London).

*To Liverpool.*—Montcalm, Dec. 9; Duchess of Atholl, Dec. 15; Montrose, Dec. 23; Montclare, Dec. 30—all Canadian Pacific.

*To Southampton.*—Duchess of Richmond, Canadian Pacific, Dec. 8.

*To Manchester.*—Manchester Brigade, Dec. 15; Manchester Division, Dec. 29—both Manchester Line.

*To Avonmouth, Cardiff and Swansea.*—Kastalia, Dec. 15; Salacia, Dec. 29—both Cunard-Donaldson Line.

*To Glasgow.*—Letitia, Dec. 9; Sulairia, Dec. 22—both Anchor-Donaldson Line.

*To Newcastle and Leith.*—A steamer (calls at Dundee and Hull), Dec. 10; a steamer, Dec. 24—both Cairn-Thomson Line.

*To Belfast and Dublin.*—Dunaff Head, Head Line, Dec. 18 (cargo accepted for Londonderry and Cork).

- To Rotterdam.*—King's County, County Line, Dec. 23.  
*To Alexandria, Port Said, Suez, Aden, Karachi, Bombay, Colombo, Madras, Rangoon and Calcutta.*—City of Bedford, Nov. 15; City of Guildford, Dec. 27—both American and Indian SS. (cargo accepted for other Eastern ports, also for British East African ports).  
*To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.*—Lady Nelson, Nov. 19; Lady Hawkins, Dec. 3; Lady Drake, Dec. 17—all Canadian National.  
*To Bermuda, St. Kitts, Antigua, Guadeloupe, Dominica, Martinique, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.*—Venda, Ocean Dominion Line, Dec. 9.  
*To Kingston and Jamaican Outports.*—San Benito, Nov. 24; San Blas, Dec. 8; San Bruno, Dec. 22—all United Fruit Line.  
*To South France and Italian Ports.*—Valleluce, Lloyd-Mediterraneo-Italian Service, Dec. 22.  
*To West and South African Ports.*—Calumet, Elder Dempster Lines, Ltd., Dec. 25.

### From New Westminster

- To London, Liverpool and Glasgow.*—Doric Star, American Mail Line, Dec. 4; Corrientes, Dec. 4; Parthenia, Dec. 10—both Balfour Guthrie & Co.  
*To United Kingdom Ports.*—Modavia, Balfour Guthrie & Co., Nov. 16; Pacific Ranger, Nov. 24; Pacific Exporter, Dec. 7—both Furness Pacific Ltd.; York City, T. A. Lee & Holway Ltd., Nov. 25; Trojan Star, American Mail Line, Nov. 26.  
*To Japanese Ports.*—Shunsho Maru, Yamashita Shipping Co., Nov. 19.  
*To Shanghai.*—Jutlandia, R. L. Johnson Walton Co., Nov. 22.

### From Vancouver

- To Yokohama, Kobe, Shanghai and Hongkong.*—Hikawa Maru, Nov. 17; Hiye Maru, Dec. 15—both Nippon Yusen Kaisha (also call Osaka); Tacoma, Nov. 20 (also calls Tsingtao, Dairen, Taku Bar and Otaru but not at Hongkong); Bellingham, Dec. 8 (calls Osaka, Iloilo, Cebu and Legaspi but not at Shanghai); Everett, Dec. 20 (calls Tsingtao, Dairen, Taku Bar and Otaru but not at Hongkong)—all Tacoma Oriental SS.; Tyndareus, Nov. 20; Protosilaus, Dec. 19—both Blue Funnel Line (call at Miiki).  
*To Yokohama, Kobe, Shanghai, Hongkong and Manila.*—Empress of Japan (calls Honolulu), Nov. 19; Empress of Asia (calls Nagasaki) Dec. 3; Empress of Canada (calls Honolulu), Dec. 17; Empress of Russia (calls Nagasaki), Dec. 31—all Canadian Pacific.  
*To Yokohama, Kobe and Osaka.*—Ayaha Maru, Nov. 24; Koshin Maru, Dec. 2—both Empire Shipping Co.  
*To Sourabaya, Samarang, Batavia, Singapore, Belawan Deli, Penang, Rangoon and Calcutta.*—Saparoera, Nov. 16; Silverbelle, Dec. 16—both Silver-Java Pacific Line (also call Manila and Iloilo).  
*To Auckland, Wellington, Melbourne and Sydney.*—Golden Eagle, Nov. 17; Golden Harvest, Dec. 17—both Oceanic and Oriental Navigation Co. (also call Lyttelton and Dunedin).  
*To Brisbane, Sydney, Melbourne and Adelaide.*—Yngaren, Empire Shipping Co., Dec. 2.  
*To Liverpool, London, Southampton and Rotterdam.*—Dinteldyk, Nov. 20; Loch Katrine, Dec. 4; Damsterdyk, Dec. 18—all Royal Mail Lines Ltd.  
*To London, Hull, Bergen and Oslo.*—Benjamin Franklin, Nov. 14; Laurits Swenson, Dec. 5—both Fred Olsen Line  
*To Manchester.*—Pacific Ranger, Nov. 26; Pacific Exporter, Dec. 10—both Furness (Pacific) Ltd.; York City, Reardon Smith Line, Nov. 29.  
*To Marseilles, Genoa, Leghorn, Naples, Venice and Trieste.*—Cellina, Empire Shipping Co., Ltd., Dec. 3.  
*To Hamburg, Bremen and Antwerp.*—Justin, Nov. 16; Portland, Nov. 23; Los Angeles, Nov. 30; Bitterfeld, Dec. 7; Tacoma, Dec. 14; Donau, Dec. 21; Stassfurt, Dec. 28—all Hamburg-American-North German Lloyd Line.  
*To Havre, Dunkirk, Bordeaux and Antwerp.*—Oregon, Nov. 19; Wyoming, Dec. 9—both Empire Shipping Co., Ltd.  
*To Scandinavian Ports.*—Buenos Aires, Nov. 18; Axel Johnson, Dec. 5—both Johnson Line.  
*To Port of Spain (Trinidad) and Bridgetown (Barbados).*—Inverbank, Canadian Transport Co. Ltd., Nov. 24.  
*To Montevideo and Buenos Aires.*—Hardanger, Westfal-Larsen Co., Dec. 10 (cargo accepted for Pernambuco, Bahia, Rosario, Santa Fé and other ports).  
*To Balboa, Cristobal, Puerto Colombia, Kingston, Vera Cruz and Tampico.*—Point Bonita, Gulf Pacific Mail Line, Nov. 28.

**Note.**—Firms who desire information concerning ocean mail services may have their names placed on the mailing list of the Post Office Weekly Bulletin by applying to the Post Office Department.



774  
**CONDENSED LIST OF PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE AND COMMERCE**

Applications for publications in this list, together with remittances for the same, should be addressed to the King's Printer, Government Printing Bureau, Ottawa, marked "Attention Chief Clerk of Distribution."

**MISCELLANEOUS**

Annual Report of the Department of Trade and Commerce. (Price 25 cents.)  
Annual Report of the Board of Grain Commissioners for Canada. (Price 25 cents.)  
Annual Report of Weights and Measures, Electricity and Gas. (Price 10 cents.)  
Canada-British West Indies-Bermuda-British Guiana-British Honduras Trade Agreement (1925). (Price 10 cents.)  
Canada-West Indies Conference (1920). (Price 25 cents.)  
Canada-West Indies Conference Report (1925). (Price \$1.)  
Dominion Grain Research Laboratory (1920). (Price 10 cents.)  
Electrical Standards and their application to Trade and Commerce.  
List of Licensed Elevators, etc. (Price 50 cents.)  
Motion Pictures, Catalogue of. (Price 25 cents.)  
Pan-Pacific Commercial Conference (1923). (Price 10 cents.)

**PUBLICATIONS OF THE COMMERCIAL INTELLIGENCE SERVICE**

NOTE.—Publications of the Commercial Intelligence Service are free to subscribers to the Commercial Intelligence Journal.

Commercial Intelligence Journal Weekly (in English and French), containing Reports of Trade Commissioners and other Commercial Information. Annual Subscription: In Canada, \$1; single copies, 5 cents. Outside Canada, \$3.50; single copies, 10 cents.  
Australian Market for Fish Products (1931). (Free.)  
Czechoslovakia as a Market for Canadian Products (1927). (Price 25 cents.)  
Denmark as a Market for Canadian Products (1926). (Price 25 cents.)  
French-Canadian Homespun Industry.  
Greece as a Market (1931). (Price 25 cents.)  
Indian Empire as a Market for Canadian Products (1922). (Price 25 cents.)  
Invoice Requirements: Leaflets covering the following countries: Argentina; Australia; Belgium; Bolivia; Brazil; Central American Republics; Chile; China; Colombia; Cuba; Denmark; Ecuador; Finland; France; Greece; Holland; India; Italy; Japan; Mexico; Netherlands East Indies; New Zealand; Norway; Peru; South Africa; Switzerland; Turkey; Uruguay; and Venezuela. (Free.)  
Lumber Market of Japan (1926). (Price 25 cents.)  
Map of the World showing Trade Routes. (1930 Edition.)  
Markets of British Malaya (1923). (Price 25 cents.)  
Markets of Central America (1929). (Price 25 cents.)  
Markets of Jamaica and the Republics of Colombia, Venezuela and Panama (1922). (Price 25 cents.)  
Peru as a Market for Canadian Products (1926). (Price 25 cents.)  
Points for Exporters: Leaflets covering the following countries: Australia; Belgium; the Bahamas; Brazil; British Honduras; China; Colombia; Cuba; Egypt; France; Germany; Haiti; Hongkong; India; Jamaica; Japan; Mexico; British Malaya and Slam; Netherlands; Netherlands East Indies; New Zealand; Panama; South Africa; British West Indies; Venezuela; and the United Kingdom. (Free.)  
Republic of Chile: Its Economic Condition and Trading Opportunities (1923). (Price 25 cents.)  
Shipping to Argentina: Bank Draft Collections, Marine Insurance, Packing and Marking of Cases (1931). (Free.)  
South American Markets (1929).  
Sweden as a Market for Canadian Products (1928). (Price 25 cents.)  
Switzerland as a Market (1929). (Price 25 cents.)  
Trade of the African Sub-Continent (1928). (Price 25 cents.)  
Trade of the New Countries of Southeast Europe (1921). (Price 25 cents.)  
Trading Opportunities in Scandinavia (1922). (Price 25 cents.)  
Trade Possibilities of the Baltic States (1929). (Price 25 cents.)  
Trading with Colombia and Venezuela (1928). (Price 25 cents.)  
Trading with Egypt (1921). (Price 25 cents.)  
Trading with Greece (1921). (Price 25 cents.)  
Yugoslavia as a Market (1930). (Price 25 cents.)  
Trading with Spain (1926). (Price 25 cents.)  
West Africa and its Opportunities for Canadian Trade (1921). (Price 25 cents.)  
Foreign Markets for Canadian Certified Seed Potatoes (1930). (Price 25 cents.)

**PUBLICATIONS OF THE DOMINION BUREAU OF STATISTICS**

The following is an abbreviated list of publications of the Bureau of Statistics.

Census of Canada.

Miscellaneous Statistics respecting the following: Business; Education; Employment; Finance (Provincial and Municipal); Justice; Transportation, including railways and tramways; express, telegraphs, telephones, water, etc.; Production, including agriculture, furs, fisheries, forestry, mining, construction and manufactures; Vital: Births, deaths, marriages, divorce—Canada, 1931.

Year Book of Canada.

Report of the Dominion Statistician, Annual.

Trade (External) (Imports and Exports), Annual, Quarterly and Monthly.

Trade (Internal), Prices, cost of living, capital movements, etc.

# COMMERCIAL INTELLIGENCE SERVICE

## CANADIAN GOVERNMENT TRADE COMMISSIONERS

### Argentine Republic

ACTING TRADE COMMISSIONER, B. Mitre 430, Buenos Aires (1). (Territory includes Chile and Uruguay.) *Cable address, Canadian.*

### Australia

D. H. ROSS. Address for letters—Box 196C, G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable address, Canadian.*  
*Commercial Agent:* B. MILLIN, The Royal Exchange, Sydney, N.S.W.

### Belgium

HENRI TURCOT, 98 Boulevard Adolphe Max, Brussels. *Cable address, Canadian.*

### Brazil

A. S. BLEAKNEY. Address for letters—Caixa Postal 2164, Rio de Janeiro. Office—Ed. Da "A. Noite," Sala 802, Praca Maua. *Cable address, Canadian.*

### British West Indies

*Trinidad:* ACTING TRADE COMMISSIONER. Address for letters—P.O. Box 125, Port of Spain. Office—Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, and British Guiana.) *Cable address, Canadian.*

*Jamaica:* F. W. FRASER, P.O. Box 225. Office—Canadian Bank of Commerce Chambers, Kingston. (Territory covers Jamaica, Hayti, the Bahamas, and British Honduras.) *Cable address, Canadian.*

### China

L. M. COSGRAVE. Address for letters—P.O. Box 264, Shanghai. Office—Daily News Building, 17 The Bund, Shanghai. *Cable address, Canadian.*

PAUL SYKES. Address for letters—P.O. Box 160, Dairen, Manchuria. Office—Cornabe Building, 1 Higashi-Koen-Cho, Dairen, Manchuria. (Territory covers Manchuria.) *Cable address, Canadian.*

### Cuba

E. L. McCOLL. Address for letters—Apartado 1945, Havana. Office address—Royal Bank of Canada Building, Calle Aguiar 75, Havana. (Territory includes San Domingo and Puerto Rico.) *Cable address, Canadian.*

### Egypt

YVES LAMONTAGNE. Address for letters—P.O. Box 1770, Cairo. Office—22 Shari Kasr el Nil, Cairo. (Territory includes the Sudan, Palestine, Cyprus, Iraq, Syria, and Persia.) *Cable address, Canadian.*

### France

HERCULE BARRÉ, 3 rue Scribe, Paris (9). (Territory includes French Colonies in North Africa.) *Cable address, Cancomac.*

### Germany

ACTING TRADE COMMISSIONER, Mönckebergstrasse 31, Hamburg. (Territory covers Germany—except the Rhine Valley—Czechoslovakia, Austria, and Eastern European countries.) *Cable address, Canadian.*

### Greece

ACTING TRADE COMMISSIONER, 1 Corai Street, Athens. (Territory includes Turkey.) *Cable address, Canadian.*

### Hongkong

V. E. DUCLOS. Address for letters—P.O. Box 80, Hongkong. Office—Gloucester Building, Hongkong. (Territory includes South China, the Philippines, British North Borneo, and Indo-China.) *Cable address, Canadian.*

### India and Ceylon

R. T. YOUNG. Address for letters—P.O. Box 2003, Calcutta. Office—8 Esplanade Mansions, Government Place East, Calcutta. *Cable address, Canadian.*

### Irish Free State and Northern Ireland

J. H. ENGLISH, 66 Upper O'Connell Street, Dublin, Irish Free State (*cable address, Canadian*); and 44 Ann Street, Belfast, Northern Ireland (*cable address, Adanac*).



776  
**CANADIAN GOVERNMENT TRADE COMMISSIONERS—Con.**

**Italy**

A. B. MUDDIMAN, Via Manzoni Nr. 5, Milan (102). (Territory includes Spain, Portugal, Gibraltar, Canary Islands, Malta, Italian Colonies in Africa, Albania, and Jugoslavia.) *Cable address, Canadian.*

**Japan**

*Tokyo:* J. A. LANGLEY, Commercial Secretary; RICHARD GREW, Trade Commissioner. Address for letters—P.O. Box F101, Tokyo Central. Office—Imperial Life Assurance Building, Marunouchi, Tokyo. *Cable address, Canadian.*

*Kobe:* ACTING TRADE COMMISSIONER. Address for letters—P.O. Box 230, Kobe. Office—Chamber of Commerce Building, Kobe. *Cable address, Canadian.*

**Mexico**

ACTING TRADE COMMISSIONER. Address for letters—Apartado Num. 126-bis, Mexico City. Office—Edificio Banco de Londres y Mexico, Num. 30, Mexico City. (Territory includes Central American Republics.) *Cable address, Cancom.*

**Netherlands**

J. C. MACGILLIVRAY, Beursplein 26B, Rotterdam. (Territory includes the Rhine Valley and Switzerland.) *Cable address, Canadian.*

**Netherlands East Indies**

G. R. HEASMAN. Address for letters—P.O. Box 84, Batavia, Java. Office—Chartered Bank Building, Melacca St., Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, and Siam.) *Cable address, Canadian.*

**New Zealand**

C. M. CROFT. Address for letters—P.O. Box 33, Auckland. Office—Yorkshire House, Shortland Street, Auckland. (Territory includes Fiji and Western Samoa.) *Cable address, Canadian.*

**Norway**

F. H. PALMER, Jernbanetorget 4, Oslo. (Territory includes Scandinavian countries and Finland.) *Cable address, Canadian.*

**Panama**

J. A. STRONG. Address for letters—P.O. Box 222, Panama City. Office—Royal Bank of Canada Building, Santa Ana Plaza, Panama City. (Territory includes Venezuela and Colombia.) *Cable address, Canadian.*

**Peru**

C. S. BISSETT. Address for letters—Casilla 1212, Lima. Office—Calle Coca, 478, Lima. (Territory includes Bolivia and Ecuador.) *Cable address, Canadian.*

**South Africa**

G. R. STEVENS. Address for letters—P.O. Box 683, Cape Town. Office—Cleghorn & Harris Building, Adderley Street, Cape Town. (Territory includes Southwest Africa, the Rhodesias, Nyasaland, Tanganyika Territory, and Kenya Colony.) *Cable address, Cantracom.*

**United Kingdom**

*London:* HARRISON WATSON, Canada House, Trafalgar Square, S.W.1. (Territory covers Home Counties, Southeastern Counties, and East Anglia.) *Cable address, Sleighing, London.*

*London:* J. FORSYTH SMITH, Fruit Trade Commissioner, Walter House, Bedford Street, Strand, W.C.2. *Cable address, Canfrucom.* (Territory—for fresh fruit only—covers United Kingdom, Norway, Denmark, Sweden, France, Holland, Belgium, Germany, and Spain.)

*London:* W. A. WILSON, Animal Products Trade Commissioner, Canada House, Trafalgar Square, S.W.1. *Cable address, Agrilson.*

*Liverpool:* H. R. POUSSETTE, Century Bldgs., 31 North John Street. (Territory covers North of England, Lincolnshire, North Midlands, and North Wales.) *Cable address, Canadian.*

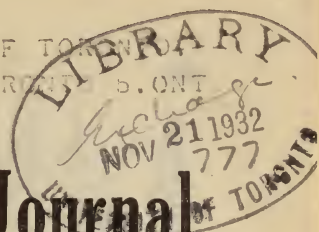
*Bristol:* DOUGLAS S. COLE, Northcliffe House, Colston Avenue. (Territory covers West of England, South Wales, and South Midlands.) *Cable address, Canadian.*

*Glasgow:* GORDON B. JOHNSON, 200 St. Vincent Street. *Cable address, Cantracom.*

**United States**

*New York City:* FREDERIC HUDD, 25 Broadway. (Territory includes Bermuda.) *Cable address, Cantracom.*

**Note.—Bentley's Second Phrase Code is used by Canadian Trade Commissioners**



# Commercial Intelligence Journal

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Minister: Hon. H. H. Stevens, M.P.

Deputy Minister: James G. Parmelee

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## TABLE OF CONTENTS

Page	Page		
Tenders for Contracts for the British West African Colonies . . . . .	777	Market for Dehydrated Apples in France . . . . .	793
Exports from Canada to the United States of Agricultural Products, etc. . . . .	778	Market for Dried Codfish in Naples..	793
Australian Financial and Commercial Conditions . . . . .	780	Wheat Situation in Italy . . . . .	794
English Market for Rough-turned Last Blocks.. . . .	782	Commercial Conditions in Mexico ..	794
United Kingdom Imports of Canned Fruits . . . . .	785	New Tariff Preferences in the British West Indies . . . . .	796
United Kingdom Imports of Canned Salmon . . . . .	786	Tariff Changes, etc.:	
Jamaica Tariff Changes as Affecting Imports of Apparel . . . . .	787	United Kingdom Duties on Irish Free State Products.. . . .	801
Palestine's Box-shook Industry and Trade . . . . .	788	Dried Milk Import Prohibition in Irish Free State . . . . .	801
Foreign Trade of Norway . . . . .	789	Chinese Consular Invoices . . . . .	801
Netherlands' Flour-milling Industry	791	Restriction of Sugar Crop in Cuba..	801
		Tenders Invited: Egypt . . . . .	802
		Foreign Exchange Quotations . . . . .	802
		Trade Inquiries . . . . .	803
		Proposed Sailings . . . . .	804
		Commercial Intelligence Service . . . . .	807

## TENDERS FOR GOVERNMENT CONTRACTS FOR THE BRITISH WEST AFRICAN COLONIES

The Governments of the British West African Colonies order their supplies through the Crown Agents for the Colonies in London.

Particulars of tenders called for are not published, but forms of tender are issued to manufacturers on their list of approved contractors. In the awarding of contracts, an endeavour is made to place all contracts with manufacturers direct.

Canadian manufacturers are eligible to be placed on the list of approved firms; but they must first furnish the Crown Agents with references to other government departments, public bodies, railway companies, etc., for which they have executed orders. Should these prove satisfactory, their names will be placed on the list and they will be invited, without further application, to tender when suitable opportunities occur.

The address of the Crown Agents for the Colonies is: 4 Millbank, Westminster, London, S.W. 1.



EXPORTS FROM CANADA TO THE UNITED STATES OF PRINCIPAL COMMODITIES SUCH AS ARE PRODUCED ON CANADIAN FARMS, OR MANUFACTURED DIRECTLY FROM SUCH FARM PRODUCTS, DURING THE MONTH OF, AND FOUR MONTHS ENDED OCTOBER, 1920, 1929, 1931, AND 1932, WITH UNITED STATES TARIFF RATES IN FORCE

(COMPILED BY THE EXTERNAL TRADE BRANCH, DOMINION BUREAU OF STATISTICS; AND THE FOREIGN TARIFFS DIVISION)

Commodities	Month of October					Four Months ending October					United States Tariff								
	1920					1932					1920			1929			1931 and 1932		
	1920	1929	1931	1932	1920	1929	1931	1932	1920	1929	1931	1932	1920	1929	1931 and 1932				
Animals (exc. for improv. of stock)—																			
Cattle.....No.	45,116	33,233	1,125	448	126,925	119,288	11,861	2,886	Free.....	11,861	2,886	2,886	Free.....	11,861	Less than 1,050 lbs., 1½c. per lb., heavier 2½c. per lb., heavier 3c. lb.				
Horses.....No.	3,484,614	2,034,696	56,904	26,618	10,106,402	6,377,597	345,487	118,933	Free.....	345,487	118,933	118,933	Free.....	345,487	Up to \$150 \$30; higher 20% ad val.				
Poultry.....No.	50,455	11,555	638	212	1,096	238,959	39,543	2,031	10% ad val.	40,691	46,321	46,321	10% ad val.	40,691	valued higher 20% ad val.				
Sheep.....No.	109,136	105,204	2,567	3,787	242,239	309,103	5,584	5,996	1c. per lb.	5,584	5,996	5,996	1c. per lb.	5,584	3c. per lb.				
Fruits—									Free.....	4,690	5,272	5,272	Free.....	4,690	\$2 per head				
Apples, green or ripe.....Brl.	4,121	47,570	5,568	1,838	17,458	53,310	8,558	2,644	10c. bush, 50 lb.	8,558	2,644	2,644	10c. bush, 50 lb.	8,558	25c. bush, 50 lb.				
Apples, dried.....Lb.	18,211	223,456	22,896	4,378	69,825	245,955	31,143	6,281	1c. per lb.	31,143	6,281	6,281	1c. per lb.	31,143	2c. per lb.				
Berries, fresh.....Lb.	10,187	91,691	311,053	452,750	354,449	4,252,958	2,101,502	2,820,457	1½c. per lb.	188,924	162,363	162,363	1½c. per lb.	188,924	1½c. per lb.				
Grains—																			
Barley.....Bush	128	.....	3,840	128	128	84,056	7,947	21	15c. bush, 48 lb.	7,947	21	21	15c. bush, 48 lb.	7,947	20c. bush, 48 lb.				
Beans.....Bush	128	.....	1,136	128	128	67,255	2,503	10	25c. bush, 60 lb.	2,503	10	10	25c. bush, 60 lb.	2,503	3c. per lb.				
Buckwheat.....Bush	201	66,267	31	1,371	1,371	91,556	1,543	35	Free.....	1,543	35	35	Free.....	1,543	10c. per 100 lb.				
Oats.....Bush	5,431	5,797	12,153	2,920	12,990	5,955	13,685	2,897	6c. bush, 32 lb.	13,685	2,897	2,897	6c. bush, 32 lb.	13,685	15c. bush, 32 lb.				
Peas, whole.....Bush	12,600	1,275	157	219,717	219,717	1,671	1,760	1,299	1c. per lb.	1,760	1,299	1,299	1c. per lb.	1,760	1½c. per lb.				
Peas, split.....Bush	2,728	7	9,114	6,042	232,424	1,254	1,641	1,299	20c. bush, 60 lb.	10,134	9,903	9,903	20c. bush, 60 lb.	10,134	1½c. per lb.				
Rye.....Bush	86,655	.....	.....	265,379	265,379	36	36	32	Free.....	32	32	32	Free.....	32	15c. bush, 56 lb.				
Wheat.....Bush	148,065	201,707	408,038	490,280	490,280	45	13	13	Free if wheat products, otherwise 15% ad val.	1,881,670	1,881,670	1,881,670	Free if wheat products, otherwise 15% ad val.	1,881,670	42c. bush, 60 lb.				
Grain Products—																			
Bran, shorts and middlings.....Cwt.	72,822	107,621	305,110	3,226	85,677	802,218	893,176	59,730	Free.....	893,176	59,730	59,730	Free.....	893,176	\$1.04 per 100 lb.				
Wheat flour.....Brl.	162,253	163,571	154,329	1,748	192,985	1,030,068	480,122	30,176	Free.....	480,122	30,176	30,176	Free.....	480,122	\$1.04 per 100 lb.				
Meats—																			
Bacon, hams, shoulders and sides.....Cwt.	467	1,765	1,422	969	3,256	6,541	4,649	3,532	Free.....	4,649	3,532	3,532	Free.....	4,649	2c. per lb.				
Beef, fresh, chilled or frozen.....Cwt.	17,277	76,381	43,556	27,542	111,899	273,315	137,019	100,568	Free.....	137,019	100,568	100,568	Free.....	137,019	3½c. per lb.				
.....Cwt.	31,011	37,531	323	128	128	138,857	1,071	1,001	Free.....	1,071	1,001	1,001	Free.....	1,071	3c. per lb.				
.....Cwt.	480,880	551,444	3,105	1,671	2,028,656	2,217,257	11,615	12,870	Free.....	11,615	12,870	12,870	Free.....	11,615	6c. per lb.				

Mutton and lamb, fresh, chilled or frozen.....	15,806 420,631 2,281 71,950 1,124 1,088	537 12,234 857 22,292 330 7,297 9,969 3,300	1,427 28,675 3,325 5,334 1,633 5,066	36,286 879,028 3,482 112,043 8,936 10,783 7,536 2,286 28,759	2,778 65,186 12,846 230,535 363 8,079 4,070 1,240	Free Free Free 2c. per lb.	Mutton 2½c. per lb.; lamb 5c. per lb.; 4c. per lb. 2½c. per lb. 3½c. per lb. 10c. per lb.
Other meats, incl. canned meats but excluding extracts.....	2,834 44,948	5,830 82,315	296 10,148	479 6,335	15,952 238,259	Free Free	6c. lb. but not less than 20% ad val.
Milk and milk products—							
Butter.....	4,793 250,204	20 851	2,785 53,895	45 981	104 1,776,385	188 ½c. per lb.	14c. per lb.
Cheese.....	745 19,260	2,916 76,808	8,523 69,428	138 2,624	1,185 8,220	20% ad val.	*5c. per lb. but not less than 25% ad val.
Cream.....	144,425 227,144	228,543 467,197	8,865 23,974	8,865 15,260	17,017 23,407	Free	30c. per gal. †
Milk, fresh.....	106,045 33,283	280,965 67,437	54,667 3,774	15,260 3,774	2,417,398 151,165	Free	6½c. per gal. †
Milk, condensed and evaporated.....	10,881	1,448	3,752	33,283	1,324,788	Free	1c.—1½c. lb.
Milk powder.....	150,595	34	522	417	5,825	Free	3c. lb.
Seeds—							
Clover seed, alsike.....	1,204	10,937	417	945,353	1,018	Free	4c. per lb.
Clover seed, alfalfa and red.....	18,741	86,426	9,227	3,374 56,881	16,980 130,283	Free	4c. per lb.
Clover seed, other.....	1,150	560		457	2,253	Free	1c.—3c. per lb.
Flaxseed.....	2,017 29,586	1,579 194	43,970 1,869,411	43,970 258,260	9,669 11,526	Free	50c. bush., 56 lb.
Grass seed.....	3,077	14,070	144	7,998	11,286	Free	2c. per lb.
Vegetables—							
Potatoes.....	318,434 284,557	410,340 300,206	37,232 1,268	598,401 638,051	777,772 41,902	Free	50c. per 100 lb.
Sugar beets.....	18,261 288,067	68,423 508,834	13,085 316,774	13,085 42,081	69,423 286,879	5% ad val.	80c. per ton, 2,000 lb.
Turnips.....	47,163 31,869	15,041 1,086	264 3	82,300 59,097	58,666 111	Free	10c. per doz.
Miscellaneous Products—							
Eggs.....	31,869	1,007	585	3,706	4,537	Free	\$4 ton, 2,240 lb.
Hay.....	308,468	1,977	90,993	89,742	48,225	Free	\$5 ton, 2,000 lb.
Maple sugar.....	708,332	496,512	90,993	4,221,673	899,843	Free	4c. per lb.
Tallow.....	180,800	100,198	4,246	6,613	1,015,892	Free	8c. per lb. (6c. per lb. since Mar. 7, 1931)
Wool.....	11,609 384,642	2,446 661,013	10,289 216,008	1,070 1,735	7,106 2,994,085	Free	4c. per lb.
Total value of above commodities..	29,726,605	5,546,583	899,454	468,290,53	768,874	19,862,983	1,235,599

†United States gallon equals about five-sixths of the Canadian gallon.

\*Swiss or Emmenthaler, 7½c. per lb. but not less than 37½% ad val.

Some wools free in bond for certain manufacturing.



## AUSTRALIAN FINANCIAL AND COMMERCIAL CONDITIONS

D. H. ROSS, CANADIAN TRADE COMMISSIONER

Melbourne, October 20, 1932.—The summary of Australian imports and exports for the first two months (July and August) of the fiscal year ending on June 30, 1933, indicate an unfavourable balance of trade as compared with a favourable balance for the similar period of 1931 (in sterling currency values), as follows:—

	July and August 1931	July and August 1932
Exports of merchandise . . . . .	£7,630,000	£6,931,000
Imports of merchandise . . . . .	6,875,000	9,891,000
Balance . . . . .	+£ 755,000	-£2,960,000
Bullion and specie balance . . . . .	£1,266,000	£ 891,000
Total balance . . . . .	+£2,021,000	-£2,069,000

Imports of merchandise (sterling currency values) during the two months totalled £9,891,021, and bullion and specie £256,604, compared with merchandise £6,875,220 and bullion and specie £87,076 in the same period of 1931. Therefore the increase in merchandise was £3,015,801, and in bullion and specie £169,528.

The main imports showing increases were piece goods, petrol, paper, iron and steel, kerosene, bags and sacks, fertilizers, sulphur, ships, cotton yarn, electrical machinery, and gold.

Exports of merchandise (Australian currency values) during July and August, 1932, were valued at £8,698,023, and of bullion and specie at £1,430,025; while for the corresponding two months of last year merchandise was valued at £9,957,509 and bullion and specie at £1,750,687. Thus the decline in merchandise values in July and August, 1932, was £1,259,486, and in bullion and specie £320,662. Exports were approximately one-third less in value than the average exports for July and August during the last ten years.

The principal export items showing decreases in July and August, when compared with the corresponding months of 1931, were beef, mutton, wheat, flour, hides and skins, wool, wine, and gold. The following exports increased in value: butter, dried fruits, and frozen rabbits.

### BALANCE OF TRADE

Trading for the two months July and August gave an adverse balance of £2,069,000 in sterling, but Australian exports in these winter months frequently fluctuate and have only an indirect bearing upon the probable aggregate for the fiscal year. This year—in that period—the quantity of wheat exported was only half the corresponding quantity in 1931, though the total exports for the season were greater in 1932. Wool exports, in the hope of higher prices, were held up to some extent, and this will likely be reflected in the returns for subsequent months. The increase in imports may be attributed to lack of stocks—particularly of dry goods—and the anticipation on the part of importers of an improved trading outlook.

### AMENDMENTS AUSTRALIAN DUTIES ARRANGED AT OTTAWA

The Trade Agreement between the United Kingdom and Australia was introduced into the Commonwealth Parliament—concurrently with similar proposed legislation in all Empire Parliaments—on October 13. With few exceptions, the former British preferential rates of duty (applicable, generally, to importations from Canada) have not been altered, but—to give the United

Kingdom an arranged margin of preference—duties have been increased on imports from foreign countries.

In the comparatively few items in the general tariff rates of duty applicable to Canadian goods and products under the Trade Agreement between the Dominion and the Commonwealth, only upon six items have 5 per cent increases been made, the balance being unchanged. Inversely, duties on foreign goods have been materially increased, giving much larger preferences on Australian importations from the United Kingdom and Canada.

A formula increasing the British preference on the entire Australian schedule—with certain exceptions—was adopted as follows:—

British Preferential Duty	Margin of Preference
Up to 19 per cent. . . . .	15 per cent
Above 19 and up to 29 per cent. . . . .	17½ per cent
30 per cent and over. . . . .	20 per cent

Some of the exceptions are of special interest to Canadian manufacturers—such as typewriters and vacuum cleaners—which now enjoy a preference of 20 per cent.

REVENUE AND EXPENDITURE OF THE COMMONWEALTH AND STATES

The following schedule sets out the position of the revenue and expenditure of the Commonwealth and States for the first three months of the fiscal year:—

*Three Months Ended September 30, 1932*

	Revenue	Expenditure	+ Surplus - Deficit
Commonwealth . . . . .	£18,299,000	£15,680,000	+ £2,619,000
New South Wales . . . . .	11,929,316	13,528,994	- 1,599,678
Victoria . . . . .	4,170,534	5,188,293	- 1,017,759
Queensland . . . . .	2,719,071	3,577,918	- 858,847
South Australia . . . . .	1,758,000	2,770,000	- 1,012,000
Western Australia . . . . .	879,275	2,249,077	- 695,641
Tasmania . . . . .	473,604	461,840	+ 11,764
Combined deficit for 3 months . . . . .			- £2,553,161
	(@ \$4.86 to the £)		\$12,408,362

BANKS BUYING AND SELLING DOLLARS

Australian banks, on demand transactions, are to-day buying United States dollars at the rate of \$2.74½ (selling at \$2.71) and Canadian dollars at \$2.98¾ (selling at \$2.94¾) in Australian currency, including the telegraphic transfer exchange on London of £125 10s. selling and £125 buying on every £100 English currency.

AUSTRALIAN WHEAT AND FLOUR

*Wheat.*—During the last month prices substantially declined despite the fact that comparatively little wheat remains for export from Australia. The uncommitted balance is quoted nominally at 2s. 6d. per bushel at country railway stations plus 4½ pence per bushel Government bonus, both in Australian currency. In recent weeks rain urgently required in some areas has fallen, and rarely has the outlook at this period for a bounteous crop been exceeded. Until the new crop is available towards the end of November, and in the two following months, last season's wheat now held in Australia is negligible in its bearing upon the world's markets. Since the beginning of the season on December 1, 1931, to date, the total quantity of Australian wheat exported is, on expert authority, given at slightly over 3,700,000 tons.

*Flour.*—Concurrent with the decline in wheat values, export prices for flour also receded, and, in the absence of demand from overseas, mills have curtailed



their activities. With the exception of limited commitments for shipment to the Orient, no recent orders have been received from that direction by Australian flour milling companies. There is, however, a well-established trade with Java, to which market regular monthly shipments are made. The export price (in Australian currency) is nominally £6 12s. 6d. per ton of 2,000 pounds f.o.b. steamer at main shipping ports.

Shipments of wheat and flour from the beginning of the season (on December 1, 1931) down to October 15 compare with the similar period of previous seasons as follows: 1929-30, 399,828 tons; 1930-31, 452,749 tons; 1931-32, 530,280 tons.

*Freight Rates.*—The rate for wheat for October-November shipment to the United Kingdom and the Continent varies (according to the quantity) from 25s. to 27s. 6d. per ton, with flour 2s. 6d. higher. For Mediterranean ports and the west coast of Italy the rates quoted are 27s. 6d. on wheat and 30s. on flour. At this date space is readily obtainable, but more attractive and remunerative freights on wool (which will shortly be available in large quantities for export) may cause the rates on ordinary cargo to harden.

## ENGLISH MARKET FOR ROUGH TURNED LAST BLOCKS

DOUGLAS S. COLE, CANADIAN TRADE COMMISSIONER

Bristol, October 26, 1932.—The trade area covered by the Bristol office includes the districts centring around Leicester, Northampton, and Kettering. Here are located the majority of English shoe factories and, as a natural corollary, last factories are situated in the same districts. This is necessary owing to the close connection between the two trades.

### TYPES OF LASTS

Lasts are divided into three classes, namely, "making," "finishing," and "filler."

*Making Lasts.*—Canadian interest is centred on making lasts for the reason that these are made from American maple, using the term "American" in its generic sense. The greater portion of the maple last blocks are of United States origin. Certain small quantities are imported from Canada, but owing to a variety of reasons which will be dealt with later in this report, they have never obtained an important place in this market.

Shoes obtain their first shape on the making lasts, and owing to the hard usage to which they are subjected, demand both perfect raw material and workmanship in their manufacture. Supplies from the United States, owing to continuity of supply and consistent quality, practically control this trade. Certain imports of hornbeam from France have been used, as well as Austrian beech, but in both cases they are used only when price rather than quality is the essential.

The making of lasts is a skilled occupation. The kiln-drying of last blocks requires considerable knowledge and experience, and it may be pointed out to Canadian firms who have had experience in kiln-drying lumber that the two processes are by no means the same. One of the most frequent troubles is that of splitting on the inside caused by hasty and incorrect kiln-drying.

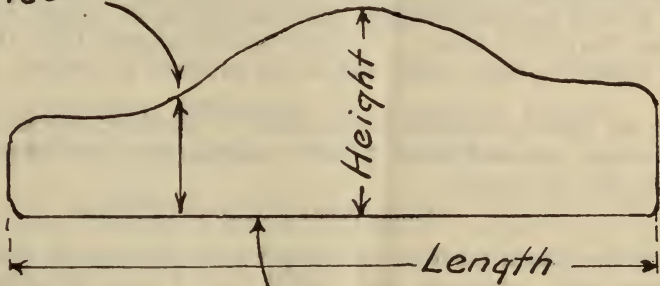
To manufacture the rough blocks, the tree is cut in sections of from 18 inches to 24 inches and the blocks split with the grain. The bark side of the tree must be on the bottom of the block, and to this there is no exception. Instances have occurred in the past of English last manufacturers refusing delivery due to streaky and dark wood from the heart of large trees which permitted of double cutting in order to obtain a greater quantity of blocks; and the like trouble is occasioned by cutting maple trees of too small diameter. The reason behind the insistent demand for blocks free of dark and streaky wood

is that the lasts must expand and contract evenly; in the case of dark wood from the heart of the tree, there is danger of splitting.

Several last manufacturers in the Northampton district have stated that shoe manufacturers will refuse acceptance of lasts, even of undoubted quality, in which streaks are found. As these are finished and polished in their natural colour, it is impossible to disguise any variation in colour or grain. The writer is of the opinion that these dark "mineral" streaks, whilst detracting from the appearance of the finished block, do not affect detrimentally the quality of the wood. Canadian maple is undoubtedly of a harder nature than the average United States block, and the streak itself is still harder than the other part of the block.

*Sizes and Shapes of Making Lasts.*—The odd shapes and sizes of last blocks are difficult to describe, and for this reason the accompanying illustration may be of interest to firms not acquainted with the trade.

*Circumference*



*Width on Bottom*

The sizes chiefly desired are Nos. 1, 3, 5, 7, 9, and 11. Sizes 5 and 7 are probably in greatest demand. The following table gives the length, width, height, and circumference of the required sizes:—

Size	Length	Width	Height	Circumference
1.	10½	3¾	4½	11
3.	12	4	4¾	12
5.	12½	4½	5	13
7.	13	4¾	5¼	14
9.	13½	4¾	5½	15
11.	14	5	6	16

The dimensions have been obtained from actual measurement of kiln-dried blocks.

It should be noted that there is a shrinkage of about half an inch in the girth in the process of kiln-drying, and this shrinkage must be allowed for when freshly cut.

*Prices of Making Lasts.*—An English last manufacturer furnishes the comparative costs for sizes 3 and 5 for the years 1917 to 1924, and the present year:—

	Per 1,000	
	Size 3	Size 5
1917	\$ 69½	\$ 74½
1918	150	160
1919	188	200
1920	235	250
1921	188	200
1922	176	187
1923	165	176
1924	155	165
1932	80	100



The reason for the sharp advance between 1917 and 1918 was owing to the formation of a United States combine, which practically controlled exports of maple blocks from that country. Prices have steadily fallen in recent years to the present level, which is still 50 per cent higher than those of 1914.

#### DUTY AND EXCHANGE SITUATION

Canadian suppliers have the advantage of a 10 per cent general ad valorem duty on woodenware into this country, plus an additional 10 per cent on rough-turned last blocks, giving a total of 20 per cent over foreign sources of supply. In addition to this can be added the advantage of exchange between Canadian and American funds, as the above prices are in United States dollars.

Despite this considerable advantage over United States sources of supply Canadian firms in a position to export have not made the most of their position, and imports of maple are still chiefly of United States origin.

The number of last blocks imported into England annually from the United States is said to reach 500,000, and this source of supply has been steady for the past thirty-five years. No other manufacturers than those of the United States appear to have really solved the problem of properly kiln-drying maple lasts.

In the past a considerable quantity of air-dried blocks have been shipped from Canada by an English pioneer manufacturer and importer who operated his own mill in Canada.

#### F.O.B. VERSUS C.I.F. QUOTATIONS

The last block trade is an exception to the general rule that prices must be quoted cost, insurance, and freight paid United Kingdom port in sterling. For years past, the last block trade has operated on free on board American seaboard quotations in United States dollar currency. These conditions still hold, and Canadian quotations are accepted f.o.b. Canadian seaboard in Canadian currency, per 1,000 blocks.

#### FINISHING LASTS

Finishing lasts, as their name signifies, are those upon which boots and shoes are placed for the final operations. At present the chief source of supply for rough blocks is Austria, and the wood used is beech.

*Prices.*—Recent Czechoslovakian quotations for Austrian beech, steamed and air-dried blocks, sawn or rough turned, are as follows:—

Sizes $\frac{3}{4}$ . . . . .	8d. (12.33 cents: exchange at \$3.70 to £)
$\frac{7}{8}$ . . . . .	8 $\frac{3}{4}$ d. (13.49 cents)
$\frac{7}{8}$ . . . . .	9 $\frac{1}{2}$ d. (14.64 cents)
$\frac{9}{10}$ . . . . .	10 $\frac{1}{2}$ d. (15.81 cents)
$1\frac{1}{12}$ . . . . .	11 $\frac{1}{2}$ d. (17.34 cents)

These prices are for blocks shipped loose, c.i.f. Northampton, net cash against documents, and are for normal lengths only, as follows: size 7, 11 $\frac{3}{4}$  inches; size 6, 11 $\frac{1}{2}$ ; size 5, 11 $\frac{1}{4}$ ; size 4, 10 $\frac{3}{4}$ ; size 3, 10 $\frac{1}{2}$  inches.

Considerable quantities of English beech are also used, but Austrian beech has by far the larger sale, and it is employed almost exclusively by manufacturers of ladies' wood heels.

#### FILLER LASTS

Filler lasts are used for exhibiting shoes and keeping them in proper shape. Fibreboard and celluloid lasts almost control this trade, and are made in England as well as imported from the Continent. Some wood types are in use, basswood, sycamore, and chestnut being suitable, but basswood predominating.

This office has received an inquiry for an annual supply of two or three carloads of rough-turned basswood blocks. The trade is a small one, and the

price almost the same or slightly lower than maple. Basswood blocks are invariably required in two sizes, men's 7 and women's 4.

#### CANADIAN PROSPECTS

It is reported that owing to dull industrial conditions in the United States American producers of last blocks have large supplies on hand. Certainly this is reflected in prices on this market as recent sales have been made as follows: size 3, \$80 per 1,000; size 5, \$100; size 7, \$109; size 9, \$121; size 11, \$135 per 1,000. All prices f.o.b. Boston, plus duty.

At these low prices it will probably prove difficult for Canadian manufacturers to compete when quality is also taken into consideration. For sizes 5, 7, and 9, however, there might be an opportunity when the exchange differential and 20 per cent duty is added, as \$100 per 1,000 plus 20 per cent duty and the difference in exchange would work out to around \$132 per 1,000 for size 5.

Experienced Canadian firms desirous of exporting should communicate with the Bristol office in regard to the sale of both maple and basswood last block supplies.

### UNITED KINGDOM IMPORTS OF CANNED FRUIT

G. A. NEWMAN, ASSISTANT TRADE COMMISSIONER

London, November 4, 1932.—According to estimates compiled from figures prepared by the Empire Marketing Board, imports of canned fruits into the United Kingdom during approximately the third quarter (June 25-October 1) of this year were as follows:—

*Gallon Apples.*—Approximate total 33,890 cases (second quarter 85,410 cases), of which the United States supplied 31,785 cases, Australia 2,005 cases, and Canada 100 cases.

*Peaches.*—Approximate total 556,390 cases (second quarter 266,459 cases). Of these the United States supplied 487,493 cases, Australia 59,446 cases, South Africa 21 cases, and other countries 9,430 cases.

*Pears.*—Approximate total 278,478 cases (second quarter 320,358 cases), of which the United States supplied 169,667 cases, Australia 93,398 cases, Canada 7,925 cases, South Africa 7,051 cases, and other countries 437 cases.

*Loganberries.*—Approximate total 54,390 cases (second quarter 18,548 cases), of which the United States supplied 52,205 cases, Canada 1,935 cases, and Australia 250 cases.

*Cherries.*—Approximate total 82,736 cases, of which the United States supplied 1,526 cases, Canada 1,210 cases, and other countries 80,000 cases.

During the past quarter the buying of tinned fruit has been influenced by the possible effect of new duties proposed by the Ottawa Conference. In gallon apples, which at present are subject to 25 per cent ad valorem duty, the proposed duty is 3s. 6d. per cwt. in addition to duty on the sugar content. In regard to fruits in syrup, it is noted that whereas the existing duty is 10 per cent, the Ottawa Conference arrangement between Australia and the United Kingdom proposes that canned fruits in syrup be subject to 15 per cent ad valorem in addition to the duty in respect of sugar content, the combined total it is estimated equalling about 17½ per cent ad valorem.

During the last three months, United States gallon apples new pack were offered at prices ranging from 18s. 6d. to 20s. c.i.f. per dozen. The lower price would be for apples packed in fibre-board containers, which would be about 6d. less than the price in wooden cases. Canadian gallon apples were on the market at about 23s. c.i.f. While business was being done, dealers voiced the



opinion that Canadian firms might have advantageously placed their price somewhat lower, and so have securely established themselves in this market.

With the breakdown of the Californian Peach Pool in July, the peach market became somewhat disorganized. To this was added the adverse fluctuation in sterling exchange. It was estimated that the new pack of Californian peaches totalled from 7,000,000 to 8,000,000 cases, to which would have to be added a carry-over totalling (on June 1) 4,500,000 cases. Under date of August 31 it was reported in the trade that new-pack offers from reliable canners varied in the case of 2½'s choice from 6s. 4½d. to 7s. 8d. c.i.f., in the case of seconds from 5s. 8d. to 5s. 10½d., and in the case of standards from 6s. to 6s. 3d. Old-pack peaches were being offered at lower prices.

Prices by one well-known firm of canned goods brokers under date of October 10 indicated the market for Californian peaches as follows: 2½'s second, 5s. 10½d. to 6s. c.i.f.; standard, 6s. 3d. to 6s. 4½d.; choice, 6s. 6d. to 6s. 7½d. For pears the prices were: 2½'s second, 7s. 6d. c.i.f.; standard, 8s.; choice, 8s. 3d.

### UNITED KINGDOM IMPORTS OF CANNED SALMON

Mr. G. A. Newman, Assistant Trade Commissioner in London, writes under date November 4, 1932, that figures compiled from official statistics just published show that canned salmon imports during the July to September quarter of this year, compared with the corresponding period of last year, were as follows:—

	July to September	
	1932	1931
	Cwts.	Cwts.
Canada.. . . . .	35,034	15,392
United States . . . . .	36,297	32,128
Russia . . . . .	....	108
Other countries . . . . .	4,280	8,906
Total . . . . .	75,611	56,534

During the month of July and the early part of August, the attention of the trade was centred on the new pack of red Alaska tallies. It was then estimated that the quantity available, together with the previous carry-over, would exceed 2,000,000 cases. Trading was not active as dealers were waiting for the new prices to be established, which eventually were confirmed at about 31s. per case for first-class pack. A certain number of packs were offered at slightly lower prices. By the first week in September, the activity in red Alaska tallies had practically been completed.

The other outstanding feature of the canned salmon market during the past quarter was the scarcity of sockeye salmon, and dealers reported difficulty in meeting their contracts. Comment was also made on the shortage of Canadian pink salmon as the short pack, it was stated, placed that commodity outside the range of price which the London market will pay.

Prices quoted for canned salmon on September 30 were as follows:—

Canadian sockeye, ½-flats.. . . . .	56s. 6d. to 60s. spot.
Kamchatka red, ½-flats.. . . . .	40s. to 53s. 3d. unlabelled.
Kamchatka silver, ½-flats . . . . .	34s. 6d. to 37s. 6d. for best quality, 24s. for second.
(medium red)	
Canadian pink, ½-flats . . . . .	22s. 6d. unlabelled.
Kamchatka pink, ½-flats . . . . .	18s. 6d. to 19s. unlabelled.
Kamchatka pink, 1-talls . . . . .	40s. to 53s. 6d.
Kamchatka silver, 1-flats . . . . .	37s. 6d.
Alaska red, 1-talls . . . . .	36s. 6d.
Alaska medium red, 1-talls . . . . .	23s. 6d. to 27s. 6d. labelled.
Alaska pink, 1-talls.. . . . .	No stocks.
Kamchatka pink, 1-talls . . . . .	14s. 9d. labelled.
Canadian pink, 1-talls.. . . . .	No stocks.

## WEST OF ENGLAND

With regard to the West of England, Mr. D. S. Cole, Canadian Trade Commissioner in Bristol, reports as follows:—

“In Bristol, Alaska reds are selling at from 31s. to 32s. per case for 1-pound talls, certain purchases being made through Vancouver exporters. Considering the fact that Canadian sockeye is being offered at from 62s. to 63s. it will be appreciated that no duty could cover the enormous difference in price, even taking into account the difference in quality.

“Locally, the chief sales for Alaska reds are for 1-pound talls, Siberian 1-pound flats, whilst the small quantity of Canadian sockeye sold is mostly in  $\frac{1}{2}$ 's, with a proportion of 1-pound flats.

“Trade in pinks in the West of England is very small; Canadian supplies are well liked. The colour and flavour of all pink salmon is, however, generally popular. Canadian pinks are being offered at from 23s. to 26s. for  $\frac{1}{2}$ 's, as compared with 18s. to 19s. for Siberian  $\frac{1}{2}$ 's, while both Canadian and Siberian talls have been offered at 16s. per case.

“In South Wales the position is almost identical except that the Japanese or Siberian pink  $\frac{1}{2}$ 's are reported on offer at 19s., and for from 14s. to 14s. 6d. for 1-pound talls.

“It should also be mentioned that Alaska medium reds are on offer at about 40s. for  $\frac{1}{2}$ 's, and the demand is fair.

“Practically the whole distribution for South Wales and the West of England is through London, and prices should for the most part be a repetition of London offers.”

## NORTH OF ENGLAND

The Canadian Trade Commissioner in the North of England states that the outlet for Canadian salmon in Yorkshire and Lancashire and the northern counties has been found to be rather small, differing considerably in this regard from London and the South of England, and in spite of the low prices which have been ruling for Canadian pinks in the past, there has been practically no sale. Moreover, he states that it is the general impression of the public that pink salmon is not as palatable as the red variety, consequently what little demand exists is for sockeye, or for Siberian red.

Generally speaking, it is reported that there is a likelihood that Japanese pink salmon will not be available this year for the United Kingdom since practically all of it will be required for France, where it enjoys a preferential tariff, while Siberia is likely to have a short pack.

As far as red salmon is concerned, competition is mainly from Alaska reds, which have been on the market at a very low price. The bulk of the sales is in  $\frac{1}{2}$ -pound tins, and certain well-established brands, covering in many cases Siberian salmon, demand a general market.

Under date of November 2 it was reported in Liverpool that British Columbia Sockeye  $\frac{1}{2}$ -pound flats were quoted at 60s. c.i.f., varying with exchange up to 68s. Against this, best quality Siberian reds, 96  $\frac{1}{2}$ -flats, were being sold at 60s. a case, landed Liverpool.

## JAMAICA TARIFF CHANGES AS AFFECTING IMPORTS OF APPAREL

F. W. FRASER, CANADIAN TRADE COMMISSIONER

Kingston, Jamaica, November 4, 1932.—The new tariff preferences lately granted by Jamaica on British Empire goods (see announcement in *Commercial Intelligence Journal* No. 1502: November 12) are of special interest to Canadian exporters in connection with detailed reports on the markets for apparel



and for boots and shoes in Jamaica, which were published respectively in *Commercial Intelligence Journal* No. 1484 (July 9) and No. 1493 (September 10).

The Jamaica customs authorities have ruled that, for tariff purposes, "apparel" means everything that can be worn upon the person, including hats and footwear. A very wide range of goods therefore is affected by the change in duties. It should now be easier for Canadian manufacturers and exporters to obtain a share of Jamaica's trade in these items, which, before the change was made, were dutiable, ad valorem, at 15 per cent under the British preferential and 20 per cent under the general tariff.

Except on hosiery and rubber-soled footwear, the new duties are 15 per cent and 25 per cent respectively. The new duties on hosiery of cotton or silk are, under the British preferential tariff, 10 per cent ad valorem, and under the general tariff the same rate plus 6d. per pair on cotton and 9d. per pair on silk hosiery. The term "silk" here includes artificial silk and also hosiery of which the chief component of value is silk, real or artificial. Hosiery not made of either of these materials would be classed as apparel for duty purposes. Rubber-soled footwear now pays under the preferential tariff 15 per cent ad valorem, and under the general tariff the same rate plus 1s. per pair.

The articles of which specific mention was made in the two reports above referred to are: caps, collars, cuffs, corsets and brassieres, shirts, neckties, ready-made clothing, workmen's overalls, hats, hosiery, pyjamas, women's dresses, men's and women's undergarments, bath suits, belts, handkerchiefs, garters, sports wear, umbrellas and raincoats, also men's, women's, and children's footwear of all kinds, of whatever material. Umbrellas and handkerchiefs are not deemed to be apparel in so far as the new duties are concerned.

Further reports on the Jamaican market for the other items affected by the recent tariff changes will be published in the near future.

## PALESTINE'S BOX-SHOOK INDUSTRY AND TRADE

YVES LAMONTAGNE, CANADIAN TRADE COMMISSIONER

[The Palestinian pound (£P) is equivalent to the £ sterling]

Cairo, October 22, 1932.—One of the most remarkable features of the economic development of Palestine since the country was placed under British Mandate after the Great War is the growth of the citrus industry. In 1926 there were about 9,000 acres of old orange groves yielding fruit and about the same area of new plantations. At the present time orange trees occupy over 33,000 acres.

During the 1926-27 crop year exports of oranges totalled 2,214,000 boxes, apart from a few hundred cases of grape-fruit. In 1930-31, in spite of considerable losses due to adverse weather conditions, shipments reached 2,470,448 boxes of oranges and 57,000 boxes of grape-fruit. The 1931-32 crop gave a substantially higher yield, and exports of oranges rose to 3,631,541 boxes, while shipments of grape-fruit increased to 150,000 cases. Exports for the present season (1932-33) are expected to reach from 4,000,000 to 4,500,000 boxes. At the present rate of growth, it is estimated that by 1940 Palestine will be in a position to export 9,000,000 or 10,000,000 boxes of oranges and nearly a million cases of grape-fruit.

The importance of the fruit trade in the economic life of Palestine is readily grasped when it is realized that out of total domestic exports valued at £P.1,572,061 for the year 1931, shipments of oranges amounted to £P.886,356, or 57 per cent.

The box shooks required for the packing of Palestine fruit are mostly imported. The 1930 trade returns furnish the only recent details concerning these imports, which in that year totalled £P.128,246. Roumania was the chief source of supply, with £P.82,819, followed by Russia with £P.30,821, and Austria with

£P.12,246. Italy and Yugoslavia are credited with very limited quantities (£P.1,752 and £P.603 respectively). Imports in 1931 totalled £P.100,196 (\$470,000), being smaller in both quantity and value than in 1930.

Efforts have been made with a view to Canadian wooden box manufacturers securing part of this trade, but Canadian quotations have been considerably higher than the prices paid for European boxes. Palestine, under the terms of the Mandate, is obliged to treat all foreign countries alike in the matter of customs duties, and as a result, although the country is virtually within the British Empire at the present time, it can neither grant nor receive preferential treatment.

Particulars regarding the dimensions of the various types of box shoos commonly used in the Palestine fruit trade are available at the Forest Products Laboratory of Canada in Ottawa, which also possesses samples showing the species of wood required.

#### PALESTINIAN MANUFACTURE

In recent years box shook factories have been set up in Palestine and local production has made rapid progress.

A recent issue of the *Palestine and Near East Economic Magazine* contains the following article on this subject:—

A new and promising industry has been developed in Palestine during the past two years. This is the manufacture of orange cases, which in view of the uninterrupted expansion in the volume of orange exports, expected to reach 8 to 10 million cases in several years' time, is assuming particular importance. At present large sums are annually spent abroad on the import of planks prepared for orange cases. In 1929 as much as 20,000 cubic metres of box wood were imported, and since then the figure has reached 23,000 cubic metres, representing an annual value of £P.100,000 to £P.150,000. Until Palestine's own forests resources are developed wood will have to be supplied from abroad, but it is obvious that large sums of money could be saved for the country if instead of ready-made planks only raw timber were imported, and the preparations done entirely on the spot.

The first box-wood factory in Palestine was established in 1923, and in 1928 a second enterprise commenced operations. The output of these factories was only 50,000 cases per annum, supplying not more than 2 to 3 per cent of the demand. It was not until 1931, when a further four factories were opened, that local output reached a considerable figure. Seven hundred and fifty thousand boxes were manufactured and 70 workers were employed. The success achieved stimulated further enterprises and output was doubled in 1932. The eight factories at present working supply 1,500,000 boxes and the number of workers in the industry has now reached 125. Work is seasonal, six months in the year, but during the season additional shifts are sometimes employed. Working at full pressure during a season of ten months and with full use of existing equipment (at present only 150 h.p. of machinery of the total 300 h.p. are in use), the factories would be able to provide an output of 3½ million cases, representing 85 to 90 per cent of total present requirements.

The article concludes with a reference to the customs duty on box shoos and on lumber required for their manufacture in Palestine (which has to be imported from abroad), pointing out that the duty on the latter is higher than on the box shoos themselves, and suggesting that an early opportunity be taken to revise the rates in favour of the local industry, which actually supplies over one-third of the present demand.

### FOREIGN TRADE OF NORWAY

SHIRLEY G. MACDONALD, ASSISTANT TRADE COMMISSIONER

[One Norwegian krone equals \$0.263 at par]

#### IMPORTS

Oslo, October 25, 1932.—Except in those commodities which cannot be obtained locally or from countries with a depreciated currency, countries on a gold standard have suffered the most severely in the exports to Norway during this present year. Luxury lines have naturally been curtailed greatly, while manufactured products generally show serious reduction. Raw products, wheat,



oils and cotton, flour and colonial goods, on the other hand, have fairly well maintained their position in the import statistics.

The total imports, and those for some of the principal classifications, for the first nine months of the years 1930, 1931, and 1932 respectively indicate the large reductions which have taken place in the lines mentioned.

January-September	1932	1931	1930
	Values in 1,000 Kroner		
Total imports . . . . .	505,241	625,677	798,060
Animals and animal products . . . . .	6,059	9,388	12,753
Grain . . . . .	43,062	38,116	53,904
Seeds and feeding stuffs . . . . .	10,548	12,809	13,826
Fruit, vegetables, etc. . . . .	25,300	24,446	26,776
Colonial products . . . . .	34,985	34,596	40,472
Wines and spirits . . . . .	7,889	9,252	9,944
Spun goods (wool, cotton, etc.) . . . . .	6,528	4,623	8,469
Yarns, etc. . . . .	20,009	15,197	22,994
Manufactures of spun goods . . . . .	61,810	78,656	91,488
Hair, feathers, bone, etc. . . . .	11,241	11,291	16,682
Manufactures thereof . . . . .	4,208	5,190	7,145
Fats, oils, tar, rubber, etc. . . . .	38,931	28,595	50,052
Manufactures thereof . . . . .	7,366	8,030	10,552
Timber and lumber . . . . .	9,926	5,351	12,755
Wood, mostly manufactured . . . . .	4,670	4,583	7,915
Dyes and paints . . . . .	5,389	4,500	5,875
Pulp and paper and works thereof . . . . .	5,007	8,282	6,948
Other plant stuffs and works thereof . . . . .	6,796	5,542	7,081
Minerals, raw and semi-manufactured . . . . .	54,801	62,717	86,631
Manufactures thereof . . . . .	26,114	19,184	26,873
Metals, raw, and semi-manufactured . . . . .	24,085	15,413	24,019
Metals, manufactured . . . . .	29,748	26,576	42,310
Machinery, motor cars and other vehicles . . . . .	43,977	52,512	71,092
Ships . . . . .	11,351	133,528	132,837

In considering these statistics, it must be borne in mind that while in kroner values there does not appear to be very large reductions—in some cases, such as oils, there are increases—the value of the krona in terms of gold has depreciated to less than 65 per cent, which means that the reduction in imports is very much greater than the statistics would indicate.

#### EXPORTS

All lines of export have suffered during the past nine months, but in order that a more comprehensive comparison may be made, the export statistics in the more important groups of commodities for the first nine months of the years 1930, 1931, and 1932 are set out:—

January to September	1932	1931	1930
	Values in Kroner		
Total exports . . . . .	415,763,284	319,576,420	528,807,293
Animals and animal products . . . . .	91,293,587	82,729,042	116,905,079
Seeds and feeding stuffs . . . . .	8,346,423	8,042,937	13,628,908
Manufactures of spun goods . . . . .	965,135	1,160,718	1,603,843
Hair, feathers, bone, etc. . . . .	1,602,183	2,613,110	3,096,455
Hides and skins . . . . .	6,390,460	5,569,628	8,485,017
Animal fertilizers . . . . .	254,022	264,135	837,807
Fats, oil, tar, rubber, etc. . . . .	35,739,710	20,249,838	31,113,148
Manufactures of tallow, oils, rubber, etc. . . . .	1,168,159	1,189,735	1,977,675
Timber and lumber . . . . .	12,159,382	14,533,076	27,621,575
Wood, mostly manufactured . . . . .	1,956,068	1,685,359	2,790,518
Wood pulp . . . . .	57,693,420	34,164,180	72,242,961
Paper . . . . .	49,543,726	24,331,333	60,695,760
Paste-board . . . . .	3,605,142	1,336,064	3,466,528
Minerals, raw and semi-manufactured . . . . .	18,761,658	15,876,014	26,778,035
Artificial fertilizers . . . . .	24,077,080	23,975,071	41,581,005
Products of the chemical industry . . . . .	12,800,124	6,181,448	9,183,163
Other mineral products . . . . .	4,873,756	6,029,795	9,015,632
Metals, raw and semi-manufactured . . . . .	55,461,383	53,095,723	63,805,973
Metal work . . . . .	3,344,149	3,818,951	4,527,660
Machines, vehicles, etc. . . . .	3,199,999	2,228,213	7,317,418
Ships . . . . .	12,635,798	2,418,000	10,206,600

## TRADE BALANCES

Comparative statistics for the months of September of 1932 and 1931 do not indicate the true position due to the labour conflict in 1931 and to differences in exchange, but a more correct reading of the situation may be obtained by a comparison with 1930. Imports for September, 1932, totalled 61·6 million kroner and exports 48·6 million kroner, leaving an unfavourable balance of 13 million kroner. In 1931 the imports exceeded the exports by 44 million kroner, the total imports and exports for that month being 79·8 and 35·8 million kroner respectively. In 1930 the imports for September (a month in which a large volume of imports reaches Norway owing to winter buying) exceeded exports by 55·4 million kroner, there being an import of goods to the value of 112·4 million kroner as against an export of 57 million kroner. Thus the September import trade balance is 31 million kroner less this year than it was in 1931 and 42·4 million kroner less than in 1930.

For the nine months' period ending September, 1932, the total imports exceed the exports by 89·5 million kroner as compared to 306 million kroner for the corresponding period last year. In 1930 for the same nine months' period the import balance totalled 169·2 million kroner.

Although the tie-up of industry, whaling, shipping, and curtailed production in fishing necessarily make comparisons with 1931 unsound, and the fall in the value of the Norwegian krone during the past twelve months prevents an accurate comparison of the statistics issued during this period with any other, it is evident that Norwegian foreign trade has suffered severely, both in exports and in imports. At the same time the efforts made to assist domestic industry, and to lower the unfavourable trade balance, have proved to be quite successful, for the import balance has in fact declined greatly.

**NETHERLANDS FLOUR-MILLING INDUSTRY**

J. C. MACGILLIVRAY, CANADIAN TRADE COMMISSIONER

[NOTE.—One florin equals \$0·402 at par (all conversions are made at this rate); one metric ton (the unit referred to in this report) equals 2,205 pounds; one kilo equals 2·2 pounds.]

Rotterdam, October 28, 1932.—According to a report recently issued by the Government Statistical Bureau, there were at the close of 1931 nineteen flour-milling enterprises in the Netherlands operating twenty-one separate mills. Each of these consumed a minimum of 2,000 tons of bread grain during the year, and they are apart from a larger number of smaller establishments with low milling capacities. A total of 1,911 persons is listed as being employed in these larger mills, including 1,540 skilled and unskilled workers and an administrative and technical personnel of 371.

## DECREASED FLOUR IMPORTS

It was on July 4, 1931, that the "Wheat Law" came into operation, which at first required millers to use 20 per cent domestic wheat in their mixtures. This was later raised to 22½ per cent. Parallel measures controlling the trade in unmixed foreign flour gave rise to sharp recession in flour imports. As an illustration, imports during the second half of 1931 came to only 33,500 tons in comparison with an average of 80,400 tons during the same period between the years 1925 and 1929. For the first half of 1932 imports were only 13,700 tons against 71,700 tons, which was the average quantity for the same period of each year between 1926 and 1930. In the second half of 1930 and the first half of 1931 flour imports were larger than usual due to the rush to get flour



into the country before the mixing law came into force. The respective figures were 92,300 tons and 81,000 tons. Coincident with the decline in imports of wheat flour, the domestic production has shown an increase, the total in 1931 having been 502,113 metric tons compared with 447,541 metric tons in 1930, 460,541 metric tons in 1929, and 426,579 metric tons in 1928.

#### DECLINE OF CONSUMPTION

The flour consumption of the Netherlands, although still nearly 30 per cent above the level of ten years ago, is tending to decrease. At the present time it is estimated that the bread consumption is 15 per cent below normal owing to the increased cost coupled with the changing habits of the people. This is confirmed by official statistics.

Consumption of wheat flour, which is made up of domestic production plus imports, has during the past eleven years (in thousands of metric tons) been as follows: 1921, 479 thousand metric tons; 1922, 488; 1923, 527; 1924, 554; 1925, 541; 1926, 565; 1927, 576; 1928, 597; 1929, 578; 1930, 626; and 1931, 617 thousand metric tons.

The quantity of wheat used by Dutch mills has increased since 1927, while the purchase price has shown a sharp fall. The value of the flour produced is also down despite the greater production:—

Year	Quantity of	Purchase	Production	Selling Price
	Wheat Used	Price	Wheat Flour	of Flour
	Tons	1,000 Fl.	Tons	1,000 Fl.
1927 . . . . .	565,234	81,250	421,354	79,534
1928 . . . . .	580,523	76,169	426,579	73,777
1929 . . . . .	630,151	73,766	460,541	69,971
1930 . . . . .	649,531	64,661	477,541	65,415
1931 . . . . .	666,735	45,828	502,113	51,427

#### OTHER MILL PRODUCTS

Apart from wheat flour, limited quantities of rye and other unspecified flours are milled in Holland. The total quantities manufactured, as well as the selling price of these two products, during the past five years have been as follows. The selling price of the mill offal production is appended:—

Year	Rye Flour		Other Flour		Mill Offals
	M. Tons	1,000 Fl.	M. Tons	1,000 Fl.	1,000 Fl.
1927 . . . . .	28,813	4,343	58,108	6,906	13,961
1928 . . . . .	33,006	4,977	53,366	7,296	15,538
1929 . . . . .	26,448	3,433	52,890	7,131	15,484
1930 . . . . .	28,727	2,527	65,661	6,338	10,512
1931 . . . . .	33,787	2,269	365	20	9,181

#### SOURCES OF WHEAT SUPPLIES

In 1930, Dutch mills used only 25,107 tons of domestic wheat in comparison with imports of 624,424 tons, or 3.5 per cent of the total. In 1931, during the second half of which the mixing law was in force, the quantity of home-grown wheat that was milled rose to 71,114 tons as against 595,621 tons of foreign wheat, the percentage thus increasing to 10.6. During the current year, with the compulsory ratio of domestic wheat that must be employed increased to 25 per cent, some 180,000 tons of Dutch wheat will be ground. Owing to the poor quality of this product, it is necessary that millers use a larger quantity of high-grade foreign wheat, and this is helping Canadian business, although under more normal circumstances the better qualities of Bahia Blanca and of Russian production make them strong competitors.

In 1931 approximately 40 per cent of all wheat imported into the Netherlands was from Russia, while 14 per cent was credited to the United States, and

only 10 per cent to Canada. A good crop in the Plate, coupled with good quality, has put Argentina at the head of the list as far as the first nine months of the current year are concerned with 31 per cent of the total; Canada is second with close to 19 per cent. Canadian wheat is at the present time, however, very competitive, and accordingly at the close of the period Canada's position will be as good if not better than that of Argentina.

#### FLOUR EXPORTS

Exports of flour and flour-mill products from Holland are important. Offal is the leading item with a total of 58,000 metric tons valued at \$1,102,990 in 1931. Belgium and the United Kingdom are the only markets of importance. During the same period 4,649 tons of wheat flour valued at \$123,160 were sold abroad. Belgium took 2,294 tons and the United Kingdom 1,751 tons, with most of the balance going to Norway, Finland, and the Dutch East Indies. Rye flour is also exported to a limited extent, Germany and Norway being the principal buyers.

### MARKET FOR DEHYDRATED APPLES IN FRANCE

HERCULE BARRÉ, CANADIAN TRADE COMMISSIONER

Paris, November 3, 1932.—There is quite an important market in France for foreign dehydrated apples, but imports vary according to the importance of the local apple crop. Total imports in 1931 amounted to over 12,000,000 francs; in 1930 they were valued at less than 7,000,000. Importers sell chiefly to the confectionery trade; only a very small proportion is sold for household use. The demand is almost confined to rings from California and Oregon in the choice and extra choice qualities. In fact, at the present time it is estimated that the United States accounts for about 80 per cent of the total imports.

American shippers pack in cases of 50 pounds each or, if specially requested to do so, in cases of 25 pounds at a slight extra cost for packing. Current prices for extra choice California rings in cases of 50 pounds are \$7.35 per 100 kilos c.i.f. Havre, Bordeaux, or Dunkirk, and \$6.85 for choice quality. French customs duties on evaporated apples are rather high, but there are no quotas or other import restrictions. The rate of duty is 60 francs per 100 kilos gross weight under the minimum tariff and 120 francs under the general. Imports from the United States benefit from the minimum rate; imports from Canada are assessed at the general rate. The Canadian product, in addition to the customs duty, is subject to a currency depreciation surtax of 11 per cent ad valorem which is not applicable to the United States product.

### MARKET FOR DRIED CODFISH IN NAPLES

A. B. MUDDIMAN, CANADIAN TRADE COMMISSIONER

Milan, October 26, 1932.—The Naples selling season for dried codfish began favourably for Canadian merchants, and prices, aided by the superior quality of early shipments, rose to 41s. per cwt. c.i.f. Lack of an extensive demand, however, brought quotations quickly down, and at present not much over 30s. can be obtained. Stocks are large, some 4,000 cases and from 400 to 500 casks having remained unsold up to the present, while sales are slow.

Prices for genuine Gaspé, starting at 40s., have dropped to 37s. or 38s. It is expected, however, that more seasonable weather conditions will create a stronger demand.



Newfoundland has shipped large quantities of this dried codfish to the Italian market, but sales have recently been slow. At present an improvement is noted, but prices are still at from 31s. to 35s.

Prices for wet salted, in spite of fairly heavy stocks, are good at about 16s. Icelandic Union full-dried, of which there are practically no stocks, are quoted at 23s. Norwegian stockfish, quoted at 25s. as compared with 45s. last year, is consequently selling well.

## WHEAT SITUATION IN ITALY

A. B. MUDDIMAN, CANADIAN TRADE COMMISSIONER

Milan, October 27, 1932.—The latest production figures for the 1932 grain crop are as follows: wheat, 75,150,600 quintals (276,018,153 bushels); rye, 1,625,760 quintals (5,971,416 bushels); barley, 2,511,880 quintals (9,226,135 bushels); and oats, 6,068,070 quintals (22,288,503 bushels).

Great care has been taken to maintain the price of home-grown wheat by restrained selling. At the beginning of the month there were practically no offers, but they are now being made, on a very restricted scale, so as to avoid price oscillation or inflation.

Owing to the good crop harvested this year, and to the severe import restrictions and milling regulations that have been imposed, the interest of Italian millers in foreign wheat has noticeably lessened. In the small amount of business that is being transacted Manitoba wheats appear to be in favour, but only when these are sold at easy prices, and South American wheats shipped for distant destination out of the new crop. It is difficult to say whether the interest of Italian millers will increase or decrease in the future.

## COMMERCIAL CONDITIONS IN MEXICO

H. LESLIE BROWN, ACTING TRADE COMMISSIONER

Mexico City, November 8, 1932.—There has been little change in commercial conditions in Mexico during the past few months, but that change tends toward betterment. There has been a decided steadying of commerce, and the business that continues is on a fairly firm basis.

### BANKING

An appreciable increase of confidence in business and banking circles is evident. Credit facilities have eased somewhat. Bank deposits have increased slightly. The return of confidence, small though it is, reflects a healthier state of mind and an effort to adjust business methods to the conditions of the day. The recent establishment of the new Banco de Comercio is an event not without some significance, nor is the recent lowering of the rediscount rates of the Bank of Mexico.

### RATE OF EXCHANGE

The position of the Mexican peso in relation to the American dollar has been much quieter during past months. The rate has been relatively firm and the violent fluctuations of the previous year have not been so prevalent.

This week, however, the peso has firmed considerably and gives some prospect of improving even more. It is, of course, impossible to prophesy the

course of exchange, but generally it may be expected that, until the new year, the peso will not decline greatly and may even improve further. The Government of Mexico is just concluding arrangements with the oil companies for the payment of about \$10,000,000 U.S. currency as taxes in advance. The selling of these dollars must have a beneficial effect on the peso. In addition, there will be the dollar revenue from the export of tomatoes, coffee, sugar, etc. Bearing in mind reduced importations, it will be seen that these seasonal exportations must enhance the value of Mexican currency in foreign markets.

#### GOVERNMENT AND BUSINESS

The recent change of President, apart from direct political results, has tended to increase confidence among business men. The present absence of numerous wild rumors of governmental changes has undoubtedly relieved merchants of that vague feeling of apprehension previously current.

The handling of a number of important strikes has also tended to steady business conditions. The Mexican Government has indicated that labour disputes must be settled in ways other than by distressing the public. This policy has been particularly evident in connection with communication services.

Then again the bank notes which have been issued during the present year have not only facilitated business by the greater ease of use as compared with metal and by increasing the amount of currency in circulation, but in addition, by the absolute faith with which they are accepted and demanded, have indicated the confidence of the business world in their security. At the present time there are about 25,000,000 pesos of paper money in circulation, and the Bank of Mexico has announced that it plans to have a total of about 33,000,000 pesos issued by the end of the year.

#### CONDITIONS OF IMPORTATION

There are a fair number of good risks among the importers of Mexico, and 30, 60 or even 90 days are not uncommon terms, although credit terms should be granted of course only to those whose financial position warrants this confidence. Sight draft continues as the preferable condition and should be required where terms are not justified. On the other hand, while it is occasionally possible to obtain part cash with order, it is very seldom that letters of credit will be established.

#### WHEAT

It will be of interest to Canadian wheat exporters that the Mexican authorities gave an announcement to the press on October 28 to the effect that no wheat will be imported into Mexico this season because the local crop is considered sufficient to supply the country's needs.

#### PRESENT OPPORTUNITIES

Importations are still generally on a hand-to-mouth basis. Merchants buy only for present demand and immediate sale. Nevertheless, there is a moderate amount of business available to the Canadian exporter who is prepared to meet prices and sell what the market requires and orders. The opportunities are, of course, mainly in necessities for standard trades. The competition is keen and from Europe as well as North America; but business has been done, is being done and can continue and increase for the Canadian firm which is prepared to make a real and continued effort.



## NEW TARIFF PREFERENCES IN BRITISH WEST INDIES

With reference to Article 8 and Schedule D of the trade agreement between Canada and the United Kingdom concerning increased colonial preference (see last week's issue of the *Commercial Intelligence Journal*) the following reports have been received of tariff amendments adopted in Trinidad, St. Vincent, British Honduras, and Montserrat.\*

### Trinidad

Mr. Wm. Frederick Bull, Acting Trade Commissioner in Port of Spain, writes under date November 4, 1932, that on October 13 the Legislative Council of the Colony of Trinidad and Tobago passed a customs amendment implementing the agreements of the Imperial Economic Conference. These new duties give a further preference to Empire produced and manufactured rubber-soled shoes with canvas uppers, butter and butter substitutes, cotton, silk and artificial silk hosiery, fresh and smoked meat, condensed or otherwise preserved milk, brandy, cigarettes and tobacco manufactured in the Empire entirely from Empire-grown tobacco, wines, and wood and timber. These changes, which are listed in detail in this issue, became effective on October 13, but do not affect shipments consigned to this colony on or before October 12, 1932.

Due to the current high premium on Canadian currency—to-day's rate 33 per cent—the full benefits of this increased preference will not be apparent, but with the Canadian dollar more in line with the pound sterling and the West Indian dollars, these new preferences should considerably increase Canadian and Empire trade with this colony. The changed duties of special interest to Canadian manufacturers and exporters are listed below. In every case Canadian products are subject to the British preferential rate of duty. Ad valorem duties are calculated on the c.i.f. value converted to local currency. In addition to the duties listed there is a surtax of 10 per cent of the duty paid on all the products affected by this amendment with the exception of fresh meat including game and poultry, brandy, wines, and manufactured tobacco.

*Boots, Shoes, and Slippers.*—The duty on rubber-soled shoes with canvas uppers has by this amendment been placed on an ad valorem basis, and in place of a rate of 10 per cent British preferential and 30 per cent general the duty now is 6d. per pair British preferential and 1s. 6d. per pair general. Importation of rubber shoes into Trinidad from Canada had fallen from a high of approximately 15,000 dozen pairs in 1929 to 5,000 dozen pairs in 1931. During 1932 the volume of trade in rubber shoes has been still further reduced, and with the exception of the better-quality tennis shoes used for sport wear, Canadian-made rubber shoes are practically off the market. This is due almost entirely to the competition from Japanese manufacturers, whose sale of rubber shoes in Trinidad has increased from 1,271 dozen pairs in 1927 to 8,734 dozen pairs in 1931; and although figures for 1932 are not yet available, the sale of Japanese shoes has greatly increased during this year. These shoes are landed in Trinidad for as low as from 7s. to 8s. per dozen pairs and are retailed at 36 cents per pair. A better quality standard men's shoe copied from Canadian shoes retails at 60 cents a pair. Canadian-made shoes retail at \$1.20 per pair for a standard men's shoe; and in spite of the increased duty, Japanese shoes are still able to compete on a price basis due in part to the premium on Canadian currency, which has exceeded 30 per cent for the past month. There are large stocks of Japanese shoes on hand or on the water, and when these are exhausted increased competition may be anticipated from Hongkong and Singapore manufacturers whose shoes are comparable in every way to Japanese and subject to the same

\* New preferences adopted by Jamaica, Antigua, and the Malay States were published in last week's issue of the *Commercial Intelligence Journal*.

preferential rates of duty as the Canadian shoes. The tariff on leather shoes, which are largely supplied by the United Kingdom, has not been changed.

*Butter and Butter Substitutes.*—The preferential and general rates of duty on butter have been doubled by the tariff amendment. This commodity is now dutiable at 4s. 2d. British preferential and 16s. 8d. general per 100 pounds in place of the former duty of 2s. 1d. per 100 pounds preferential and 8s. 4d. per 100 pounds general. The bulk of the imports into Trinidad are made up of heavily salted French cooking butter which is in general use. In the past Canadian and United Kingdom firms have been unable to supply a like product, with the result that French butter is still selling at 156s. per 100 pounds c.i.f. in competition with Irish cooking butter at 96s. c.i.f.; and until such time as a like product can be provided this butter will continue to be sold regardless of price competition. An English cooking butter made from New Zealand butter has recently been introduced with considerable success. The fresh butter market is controlled by Empire butter, and due to the higher price of Canadian butter and the premium on Canadian currency this colony is now being almost entirely supplied by New Zealand and Australian butters which are being offered at 15d. c.i.f. against 31 cents for Canadian, to which price must be added 10 cents exchange. Canadian exports were valued at £18,738 in 1927, by 1931 they had fallen to £7,899, and recently one of the largest Canadian exporters has been supplying this market from England.

*Electrical Apparatus.*—The general rate of duty on electrical apparatus of all kinds has been increased from 20 per cent to 25 per cent. This material was formerly largely supplied by the United States, but in the past year a United Kingdom firm has succeeded in introducing English electrical equipment in view of the preferential tariff and premium on United States currency. As a result of this added preference, and in view of the increasing competition from the United Kingdom, Canadian firms should be able to compete successfully in this market at the present time.

*Hosiery.*—The rates of duty on cotton hosiery were increased from 10 per cent British preferential and 20 per cent general to 9d. per dozen pairs British preferential and 6s. 9d. per dozen pairs general. The United States and Japan were in the past the chief sources of supply for this market; but with a preference of 12 cents local currency per pair, Canadian shippers should be in a position to obtain an important share of the cotton hosiery business, which was valued at £9,053 in 1931.

The duty on artificial silk hosiery has been increased from 10 per cent British preferential and 20 per cent general to 1s. per dozen British preferential and 7s. per dozen general; and the duty on natural silk hosiery has been increased from 10 per cent and 20 per cent to 4s. per dozen British preferential and 13s. general. Canada is at present obtaining the bulk of the business in natural silk hosiery, but most of the cheap lines of artificial silk hosiery have been supplied by job lots from the United States. With this added substantial preference, Canadian exporters have an excellent opportunity of obtaining this business.

*Condensed or Preserved Milk.*—Condensed or otherwise preserved milk not less than 9 per cent butterfat was formerly subject to a specific duty of 6d. British preferential and 1s. 6d. general per case of 48 pounds. This has now been changed to ad valorem duties of  $2\frac{1}{2}$  per cent British preferential and  $12\frac{1}{2}$  per cent general. On the former basis, estimating the weight of a standard case of forty-eight 14-ounce tins at 42 pounds, the preference amounted to 23 cents. Now basing the ad valorem duties on the current c.i.f. price of 14s. 6d. per case of twenty-eight 14-ounce tins, the preference is worth 38 cents per case. Under normal conditions this preference would be sufficient to again divert the



trade to Canada, formerly the chief source of supply. However, due to the premium on Canadian currency and the competition of Dutch shippers who have recently lost the English market and who are now dumping their product on this market, Canadian milk is not competitive at the present time.

*Wood and Timber.*—By this amendment the general rate of duty on undressed pitch pine has been increased from 10s. per M feet to 15s. per M feet; and on wholly or partially dressed pitch pine the duty has been increased from 12s. 6d. to 16s. 8d. per M feet. The preferential rates of duty have not been altered; accordingly, the preference granted Canadian undressed lumber is now 10s. per M feet, and on dressed or partially dressed lumber 10s. 5d. per M feet—that is, an increase of \$1.20 and \$1 respectively in the value of the preference. Soft woods from Eastern Canada have been sold on this market for many years and are firmly established; accordingly, they will not be materially affected by the increased preference. However, within recent years Douglas fir lumber has been successfully introduced into the West Indies and has been steadily replacing pitch pine for most purposes. As a result of the increased premium on Canadian currency during 1932, Canadian exports of Douglas fir to Trinidad have practically doubled. With the added preferences this development should be still further increased.

## COMPLETE LIST OF CHANGES

Following is the complete list of changes made in the customs tariff of Trinidad and Tobago by resolution of the Legislative Council on October 21, 1932.

	Former Rates		New Rates	
	British Preferential Tariff	General Tariff	British Preferential Tariff	General Tariff
Rubber boots and shoes and canvas shoes with rubber soles	10% ad val.	30% ad val.	6d. per pair	1s. 6d. pair
Butter . . . . .per 100 lb.	2s. 1d.	8s. 4d.	4s. 2d.	16s. 8d.
Butter substitutes, including butterine and oleomargarine per 100 lb.	2s. 1d.	8s. 4d.	3s.	12s.
Electrical apparatus. . .ad val.	10%	20%	10%	25%
Hosiery of cotton. . . . .	10% ad val.	20% ad val.	9d. doz. pr.	6s. 9d. doz. pr.
Hosiery of artificial silk. . . .	10% ad val.	20% ad val.	1s. doz. pr.	7s. doz. pr.
Hosiery of natural silk . . . .	10% ad val.	20% ad val.	4s. doz. pr.	13s. doz. pr.
Meat, fresh, including game and poultry . . . . .	Free	Free	Free	4s. 2d. 100 lb.
Bacon and hams, smoked or cured. . . . .per 100 lb.	2s. 1d.	4s. 2d.	4s. 2d.	8s. 4d.
Milk, condensed or otherwise preserved, containing not less than 9 per cent of butter fat	6d. per 48 lb.	1s. 6d. 48 lb.	2½% ad val.	12½% ad val.
Brandy not exceeding proof strength. . . . .per gal.	34s. 6d.	37s.	34s. 6d.	39s. 6d.
Brandy exceeding proof strength per proof gal.	34s. 6d.	37s.	34s. 6d.	39s. 6d.
Cigarettes, made in British Empire entirely from Empire grown tobacco . . . . .per lb.	10s. 6d.	(a)	8s. 10d.	(a)
Cigarettes made in the Empire from foreign grown tobacco per lb.	10s. 6d.	(a)	10s. 6d. (c)	(a)
Cigarettes, foreign made, per lb.	(b)	13s.	(b)	13s.
Manufactured tobacco (except cigars, cigarettes and snuff):				
Wholly British grown and made . . . . .per lb.	8s. 3d.	(a)	6s. 7d.	(a)
Empire made from foreign tobacco . . . . .per lb.	8s. 3d.	(a)	8s. 3d. (c)	(a)
Foreign made . . . . .per lb.	(b)	10s. 8d.	(b)	10s. 8d.
Wines, sparkling. . . . .per gal.	10s.	12s. 6d.	7s. 6d.	12s. 6d.

## Tariff Changes in Trinidad—Concluded

	Former Rates		New Rates	
	British Preferential Tariff	General Tariff	British Preferential Tariff	General Tariff
<b>Wines, still:</b>				
In bottles, under 42% proof spirit . . . . . per gal.	4s. 9d.	6s.	4s.	6s.
In wood under 23 deg. per gal.	1s. 7d.	2s.	6d.	2s.
In wood under 32 deg. per gal.	2s.	2s. 6d.	1s.	2s. 6d.
In wood under 42 deg. per gal.	3s. 2d.	4s.	2s. 6d.	4s.
Vermouth . . . . . per gal.	4s. 9d.	6s.	4s.	6s.
<b>Lumber:</b>				
Pitch pine, undressed . . . M ft.	5s.	10s.	5s.	15s.
Pitch pine, wholly or partly dressed . . . . . per M ft.	6s. 3d.	12s. 6d.	6s. 3d.	16s. 8d.
Other lumber wholly or partly dressed . . . . . per M ft.	6s. 3d.	18s. 9d.	6s. 3d.	16s. 8d.
Shooks, staves and headings of oak . . . . . ad val.	Free	Free	2½%	12½%
Other shooks, staves and headings . . . . . ad val.	Free	Free	5%	15%

(a) Could not be foreign produce.

(b) Could not be Empire produce.

(c) Less 1d. per lb. for each 5% Empire tobacco in blends.

There is a surtax of 10 per cent of the duty added to rates on the above items except fresh meat, brandy and wines.

## St. Vincent

Mr. Wm. Frederick Bull, Acting Trade Commissioner in Port of Spain, writes under date November 5, 1932, that the Legislative Council of St. Vincent on October 19, 1932, passed Customs Duties Ordinance No. 14 of 1932 by which further preferences were given to several Empire products in accordance with the agreements signed at the Imperial Conference held recently in Ottawa. The changes of particular interest to Canada are as follows:—

*Boots, Shoes and Slippers.*—Rubber-soled shoes with canvas uppers, formerly dutiable at 10 per cent British preferential and 15 per cent general are now dutiable at 4d. per pair British preferential and 1s. 4d. per pair general. In 1931 St. Vincent imported 1,910 dozen pairs of boots and shoes of all kinds, of which Canada supplied 596 dozen pairs valued at £1,133, and Japan 372 dozen pairs valued at £434. Up to this period in the present year Japanese shippers have further improved their position.

*Butter.*—The general rate of duty on butter is increased from 12s. 6d. per 100 pounds to 20s. 10d. per 100 pounds, the preferential rate remaining unchanged at 8s. 4d.—i.e., the preference has been increased from 1 cent per pound to 3 cents per pound local currency. France supplied 36,143 pounds out of a total importation of 44,992 pounds in 1931. To date no Canadian firm has been able to supply an equivalent to this French cooking butter, although an English butter has been recently introduced with fair success. Canada is the chief source of supply for table butter.

*Motor Vehicles, etc.*—The tariff on motor cars, trucks and parts, including tires, was revised as follows: The general rate of duty on motor cars was increased from 22½ per cent to 35 per cent. The preferential rate continues to be 15 per cent. Accordingly, there is now a preference of 20 per cent in favour of Empire motor cars. Both the preferential and the general rates of duty on lorries and vans, and motor car and truck parts, including tires, were increased from 10 per cent British preferential and 15 per cent general to 15 per cent British preferential and 35 per cent general, in order to bring these duties in line with the rate on motor cars. In 1931, 37 motor cars and trucks were



imported into St. Vincent. Of this total, Canada supplied 20, the United States 11, the United Kingdom 6. As a result of the premium on Canadian and United States currency, a larger number of English cars have been imported during 1932 than ever before; but with a return to normal conditions Canadian manufacturers should benefit from this increased preference. Motor car parts to the value of £956, and tires to the value of £1,602, were imported in 1931. The United States was the chief source of supply for parts, and Canada for tires.

*Hardware.*—The general rate of duty on hardware has been raised from 15 per cent ad valorem to 20 per cent ad valorem, the British preferential rate remaining at 10 per cent. The total importation of hardware of all kinds was valued at £2,846 in 1931; the United Kingdom supplied more than 60 per cent of the total.

*Hosiery.*—Hosiery of all kinds, formerly subject to ad valorem duties of 10 per cent British preferential and 15 per cent general, is now dutiable as follows: cotton or artificial silk hosiery, 3d. per pair British preferential and 9d. per pair general; and silk hosiery, 9d. per pair British preferential and 1s. 6d. per pair general. Canadian manufacturers of silk hosiery have obtained most of the small business available in St. Vincent. The bulk of the trade in cotton and artificial silk hosiery has gone to the United States, but with a preference of 12 cents per pair local currency, Empire supplies should benefit.

*Smoked and Canned Meats.*—The British preferential and general rates of duty on smoked and canned meats, including bacon, has been raised from 8s. 4d. and 12s. 6d. to 12s. 6d. British preferential and 18s. 9d. general. That is, the preference has been increased from 1 cent per pound to 1½ cents per pound. With this added preference imports of Canadian bacon and hams, which are already obtaining a fair share of this trade, should increase. Competition is chiefly from the United States. All the above duties are subject to a surtax of 12½ per cent of the duty. Canadian and Empire products are subject to the British preferential rates of duty, all others to the general rates.

### British Honduras

By resolution of the Legislative Council of British Honduras on October 13, 1932, the changes tabulated below were made in the customs tariff. These changes are in harmony with the trade agreement between Canada and the United Kingdom made at the Imperial Economic Conference this year.

	Former Rates		New Rates	
	British Preferential Tariff	General Tariff	British Preferential Tariff	General Tariff
Rubber boots and shoes . . . .	10% ad val.	20% ad val.	25c. per pr.	50c. per pr.
Canvas boots and shoes with rubber soles . . . . .	10% ad val.	20% ad val.	10c. per pr.	35c. per pr.
Butter; ghee; butter substitutes including butterine and oleomargarine, ad val.	10%	20%	10%	25%
Motor cars and motor vehicles ad val.	10%	20%	10%	30%
with minimum of .	\$40 each	\$80 each	\$30 each	\$90 each
Motor tires and accessories ad val.	10%	20%	10%	30%
Cement (barrel, cask, or drum not exceeding 400 lb.) . . .	Free	15% ad val.	25c. per brl.	75c. per brl.
Hosiery of cotton and artificial silk . . . . .	10% ad val.	20% ad val.	5c. per pr.	15c. per pr.
Hosiery of silk . . . . .	10% ad val.	20% ad val.	20c. per pr.	40c. per pr.
Onions, garlic and potatoes . .	10% ad val.	20% ad val.	50c. per 100 lb.	\$1 per 100 lb

**Montserrat**

By resolution of the Legislative Council of Montserrat, passed October 18, 1932, the following changes were made in the customs tariff of that colony:

	Former Rates		New Rates	
	British Preferential Tariff	General Tariff	British Preferential Tariff	General Tariff
Rubber boots and shoes and canvas shoes with rubber soles	10% ad val.	15% ad val.	10% ad val.	10% ad val. plus 1s. pair
Butter . . . . .per 100 lb.	8s. 4d.	15s.	8s. 4d.	20s. 10d.
Motor bicycles and tricycles and parts thereof, including tires; motor cars and motor vehicles and parts thereof, including tires . . . . .ad val.	10%	25%	10%	30%
Hardware . . . . .ad val.	10%	15%	10%	20%
Hosiery of cotton and artificial silk . . . . .	10% ad val.	15% ad val.	10% ad val.	10% ad val. plus 6d. pair
Hosiery of silk . . . . .	10% ad val.	15% ad val.	10% ad val.	10% ad val. plus 9d. pair

**TARIFF CHANGES AND CUSTOMS REGULATIONS**

**United Kingdom Duties on Irish Free State Products**

With reference to the notice in *Commercial Intelligence Journal* No. 1485 (July 16, 1932), page 120, respecting imposition of a duty of 20 per cent ad valorem, as from July 15, on live animals, butter, eggs, cream, bacon, pork, poultry, game, and other meat products, of Irish Free State origin, on importation into the United Kingdom, Mr. Harrison Watson, Canadian Trade Commissioner in London, cables that, effective November 9, the rate becomes 40 per cent ad valorem on animals and 30 per cent on the other products mentioned.

**Dried Milk Import Prohibition in Irish Free State**

Mr. John H. English, Canadian Trade Commissioner in Dublin, writes under date November 2, 1932, that an order made to-day by the Minister for Agriculture under the Dairy Produce (Price Stabilization) Act, 1932, reported in *Commercial Intelligence Journal* No. 1484 of July 9, 1932, prohibits the importation into the Irish Free State, after November 2, of dried and powdered milk except when imported in packages or tins of not more than two pounds in weight.

**Chinese Consular Invoices**

Mr. L. M. Cosgrave, Canadian Trade Commissioner in Shanghai, cables that shipments for China leaving the country of export during November and December will not be penalized on account of not being accompanied by consular invoices. As regards consular fees, such goods will only be subject to the normal fee of 5 gold units, which will be collected upon arrival. This information supersedes, in part, that published on page 418 of *Commercial Intelligence Journal* No. 1492 (September 3), 1932.

**RESTRICTION OF SUGAR CROP IN CUBA**

Mr. E. L. McColl, Canadian Trade Commissioner in Havana, writes under date November 4, 1932, that a decree restricting the sugar crop of Cuba for the season 1932-33 to 2,000,000 tons was signed on November 2 by President Machado. This action follows up the policy initiated last year when the crop was restricted to 2,700,000 tons. It is expected that the new crop will be distributed as follows: local consumption, 150,000 tons; United States, 1,115,000 tons; other countries, 735,000 tons. The grinding of cane is not permitted to begin before February 1, 1933, although cutting may begin before that date.



## HYDRO-ELECTRIC POWER DEVELOPMENT IN UPPER EGYPT: TENDERS INVITED

Mr. Yves Lamontagne, Canadian Trade Commissioner in Cairo, Egypt, cables that specifications and plans of work have been issued for a proposed 220,000 horse-power development at the Aswan Dam, Upper Egypt, involving a 220,000 volts transmission line. Tenderers may submit alternative proposal. Copies of plans and specifications, price £50 each, may be obtained from the Chief Inspecting Engineer, Egyptian Government, 41 Tothill street, London, England.

## FOREIGN EXCHANGE QUOTATIONS FOR WEEK ENDING NOV. 14

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending November 14, 1932, with the official bank rate. Quotations for the week ending November 7, 1932, are also given for the sake of comparison:—

Country	Unit	Nominal Quotations in Montreal Week ending Nov. 7	Nominal Quotations in Montreal Week ending Nov. 14	Official Bank Rate
Austria . . . . .	Schilling	\$ .1622	\$ .1598	6
Belgium . . . . .	Belga	.1599	.1567	3½
Bulgaria . . . . .	Lev	.0082	.0081	8
Czechoslovakia . . . . .	Krone	.0340	.0355	4½
Denmark . . . . .	Krone	.1976	.1978	3½
Finland . . . . .	Markka	.0174	.0170	6½
France . . . . .	Franc	.0451	.0443	2½
Germany . . . . .	Reichsmark	.2727	.2692	4
Great Britain . . . . .	Pound	3.8015	3.7705	2
Greece . . . . .	Drachma	.0069	.0067	10
Holland . . . . .	Guilder	.4622	.4541	2½
Hungary . . . . .	Pengo	.2012	.1980	4½
Italy . . . . .	Lira	.0588	.0579	5
Jugo-Slavia . . . . .	Dinar	.0204	.0194	7½
Norway . . . . .	Krone	.1944	.1917	4
Portugal . . . . .	Escudo	.0367	.0345	6½
Roumania . . . . .	Leu	.0068	.0067	7
Spain . . . . .	Peseta	.0940	.0927	6
Sweden . . . . .	Krona	.2018	.2004	3½
Switzerland . . . . .	Franc	.2215	.2177	2
United States . . . . .	Dollar	1.1493	1.1312	2½
Argentina . . . . .	Peso (Paper)	.2965	.2918	—
Brazil . . . . .	Milreis	.0862	.0848	—
Chile . . . . .	Peso	.0703	.0693	4½
Colombia . . . . .	Peso	1.1005	1.0831	5
Mexico . . . . .	Peso	.3695	.3695	6-7
Peru . . . . .	Sol	.1953	.1923	6
Venezuela . . . . .	Bolivar	.2011	.1923	—
Uruguay . . . . .	Peso	.5430	.5345	—
Cuba . . . . .	Peso	1.1485	1.1304	—
Hongkong . . . . .	Dollar	.2628	.2584	—
India . . . . .	Rupee	.2890	.2884	4
Japan . . . . .	Yen	.2370	.2398	4.38
Java . . . . .	Guilder	.4626	.4540	4½
Shanghai . . . . .	Tael	.3461	.3379	—
Siam . . . . .	Baht (Tical)	. . . . .	. . . . .	—
Straits Settlements . . . . .	Dollar	.4438	.4368	—
British Guiana . . . . .	Dollar	.8897	.8682	—
Jamaica . . . . .	Pound	3.8389	3.7670	—
Other British West Indies . . . . .	Dollar	.8897	.8682	—
Martinique . . . . .	Franc	.0451	.0443	—
Guadeloupe . . . . .	Franc	.0451	.0443	—
Australia . . . . .	Pound	3.0427	3.0179	—
Egypt . . . . .	Pound (100 nastres)	3.8990	3.8671	—

**TRADE OPPORTUNITIES ABROAD FOR CANADIAN PRODUCTS**

The Trade Inquiries for Canadian products published below have been received since the publication of the last issue of the *Commercial Intelligence Journal*. Interested exporters may secure the names and addresses of the firms making these inquiries, together with further details regarding the commodities required, on application to the Director, Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa, or—

Secretary, Board of Trade—

- |                 |                           |                       |
|-----------------|---------------------------|-----------------------|
| St. John, N.B., | Woodstock, Ont.,          | Vancouver, B.C.,      |
| Halifax, N.S.,  | St. Mary's, Ont.,         | New Westminster, B.C. |
| Quebec, P.Q.,   | Portage la Prairie, Man., |                       |
| Montreal, P.Q., | St. Boniface, Man.,       |                       |
| Toronto, Ont.,  | Winnipeg, Man.,           |                       |

Secretary, Chamber of Commerce—

- |                   |                     |                     |
|-------------------|---------------------|---------------------|
| Sherbrooke, P.Q., | Belleville, Ont.,   | Hamilton, Ont.,     |
| Kingston, Ont.,   | Peterborough, Ont., | Victoria, B.C.,     |
| Oshawa, Ont.,     | London, Ont.,       | Prince Rupert, B.C. |

Border Chamber of Commerce, Windsor, Ont.

Industrial Commissioner, Stratford, Ont.

La Chambre de Commerce, de Montréal, 25 St. James E., Montreal, P.Q.

Secretary, Canadian Manufacturers' Association—

- |                 |                  |                  |
|-----------------|------------------|------------------|
| Toronto, Ont.,  | Winnipeg, Man.,  | Vancouver, B.C., |
| Montreal, P.Q., | Edmonton, Alta., | Victoria, B.C.   |

The Maritime Provinces Trade Commissioner, 122 Federal Building, Toronto, Ont.

The Bureau of Provincial Information, Victoria, B.C.

Commodity	No.	Location of Inquirer	Purchase or Agency
<b>Foodstuffs—</b>			
Butter and Cheese.....	802	Cardiff, Wales.....	Agency.
Cheese (Cheddar and Cream)....	803	Alexandria, Egypt.....	Agency.
Salmon (Canned).....	804	Genoa, Italy.....	Agency.
Salmon (Canned).....	805	Milan, Italy.....	Agency.
Fishmeal (White and Pilchard); Buckwheat; Dried Apples.	806	Rotterdam, Holland.....	Agency.
Cereals and other Agricultural Products.	807	Antwerp, Belgium.....	Agency.
Flour (wheat).....	808	Genoa, Italy.....	Agency.
<b>Miscellaneous—</b>			
Spirit Alcohol.....	809	Fiume, Italy.....	Agency.
Linseed Oil and Silicate of Soda..	810	Havana, Cuba.....	Agency.
Absorbent Cotton: Surgical Gauze.	811	Havana, Cuba.....	Purchase.
Woodpulp (Mechanical and Chemical).	812	Brussels, Belgium.....	Agency.
Hay Rakes (Wood).....	813	Liverpool, England.....	Purchase.
Tackle Blocks (Wooden).....	814	Fremantle, Western Aus- tralia.	Purchase.
Boat Oars (Ash).....	815	Fremantle, Western Aus- tralia.	Purchase.
Rubber Heels.....	816	Havana, Cuba.....	Agency.
Stoves (Coal Oil).....	817	Ijlst, Holland.....	Purchase.
Zinc Spelter.....	818	Rotterdam, Holland.....	Purchase.
Spikes (Wrought Iron).....	819	Bangkok, Siam.....	Purchase (tender).



### CERTIFICATES OF ORIGIN FOR GREAT BRITAIN

In order to obtain the benefits of preferential duties under the new British Tariff, Customs regulations require original invoice and *Certificate of Origin* must be produced when goods of Canadian origin are being cleared through Customs in Great Britain.

Please see that necessary forms are forwarded to your consignees as early as possible so that no delay will be encountered in clearing their goods through British Customs.

### PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

#### From Montreal

To *Liverpool*.—Duchess of Bedford, Nov. 23; Montrose, Nov. 26; Duchess of York, Nov. 30—all Canadian Pacific; Antonia, Cunard Line, Nov. 26.

To *London*.—Beaverbrae, Nov. 23; Beaverhill, Nov. 26—both Canadian Pacific; Ausonia, Cunard Line, Nov. 26.

To *Manchester*.—Manchester Producer, Nov. 24; Manchester Regiment, Nov. 29—both Manchester Line.

To *Avonmouth, Cardiff and Swansea*.—Nevisian, Leyland Line, Nov. 26.

To *Glasgow*.—Airthria, Anchor-Donaldson Line, Nov. 25.

To *Newcastle and Leith*.—Cairndhu, Cairn-Thomson Line, Nov. 25.

To *Belfast and Dublin*.—Kenbane Head, Head Line, Nov. 22 (cargo accepted for Londonderry and Cork).

To *Antwerp*.—Beaverhill, Canadian Pacific, Nov. 26; Grey County, County Line, Nov. 29 (also calls at Havre).

To *Hamburg*.—Beaverbrae, Canadian Pacific, Nov. 23.

To *St. John's, Nfld., and St. Pierre-Miquelon*.—Belle Isle, Newfoundland-Canada SS., Nov. 26; Silvia, Furness-Red Cross Line, Dec. 2.

To *Cornerbrook, Nfld.*—New Northland, Clarke SS. Co., Nov. 23.

To *Hamilton (Bermuda), Puerto Rico, St. Kitts, Antigua, St. Lucia, Guadeloupe, Martinique, Barbados, St. Vincent, Grenada, Trinidad and Demarara*.—Colborne, Canadian National, Nov. 26.

To *Hamilton (Bermuda), Nassau (Bahamas), Kingston (Jamaica), and Belize (British Honduras)*.—Cathcart, Canadian National, Nov. 25 (calls at St. Georges but not at Hamilton or Nassau).

To *Bermuda, St. Kitts, Antigua, Guadeloupe, Dominica, Martinique, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo*.—Moyra, Ocean Dominion SS. Corp., Nov. 24.

To *Tampico and Vera Cruz*.—A steamer, Canadian National, weekly.

To *Colombia, Ecuador, Peru and Chile*.—A steamer, Canadian National, monthly.

To *Auckland, Wellington, Lyttelton, Dunedin, Brisbane, Sydney and Melbourne*.—Canadian Cruiser, Nov. 24; Canadian Conqueror (also calls Tinaru), Nov. 25—both Canadian National.

To *West and South African Ports*.—Mattawin, Elder Dempster Lines, Ltd., Nov. 25.

#### From Halifax

To *Liverpool*.—Montcalm, Dec. 10; Duchess of Atholl, Dec. 16; Montrose, Dec. 24; Montclare, Dec. 31—all Canadian Pacific; Manchester Exporter, Nov. 22; Manchester Merchant, Dec. 7; Manchester Hero, Dec. 31—all Manchester Line; Nova Scotia, Nov. 29; Newfoundland, Dec. 20—both Furness Line; Georgic, White Star Line, Dec. 4; Dakotian, Leyland Line, Dec. 8.

*To London.*—Beaverford, Dec. 10; Beaverburn, Dec. 17; Beaverdale, Dec. 24; Beaverbrae, Dec. 31—all Canadian Pacific; Corsican Prince, Nov. 28; Sardinian Prince, Dec. 12; Italian Prince, Dec. 26—all Furness Prince Line; Ascania, Dec. 3; Aurania, Dec. 17—both Cunard Line.

*To Southampton.*—Duchess of Richmond, Canadian Pacific, Dec. 9; Pennland, Dec. 3; Westernland, Dec. 15—both Red Star Line.

*To Manchester.*—Manchester Exporter, Nov. 22; Manchester Producer, Nov. 27; Manchester Regiment, Dec. 2; Manchester Brigade, Dec. 16; Manchester Division, Dec. 30; Manchester Hero, Dec. 31—all Manchester Line; Dakotian, Leyland Line, Dec. 8.

*To Avonmouth, Cardiff and Swansea.*—Kastalia, Dec. 17; Salacia, Dec. 31—both Cunard-Donaldson Line.

*To Glasgow.*—Letitia, Dec. 10; Sulairia, Dec. 24—both Anchor-Donaldson Line.

*To Newcastle and Leith.*—A steamer, Dec. 12 (also calls at Dundee and Hull); a steamer, Dec. 26—both Cairn-Thomson Line.

*To Antwerp.*—Beaverford, Dec. 10; Beaverburn, Dec. 17; Beaverbrae, Dec. 31—all Canadian Pacific; Pennland, Dec. 3; Westernland, Dec. 15—both Red Star Line.

*To Hamburg.*—Beaverdale, Canadian Pacific, Dec. 24.

*To Gothenburg.*—Drottningholm, Dec. 4; Gripsholm, Dec. 10—both Swedish-American Line; Korsholm, Swedish-American-Mexico Line, Dec. 24 (also calls at Copenhagen).

*To St. John's, Nfld., and St. Pierre-Miquelon.*—Dominica, Furness-Red Cross Line, Nov. 28 and Dec. 12 and 26; Magnhild, Nov. 22 and Dec. 6; H. J. Kyvig, Dec. 10 and 31—both Newfoundland-Canada SS.; Portia, Newfoundland Railway Co., Nov. 26 (does not call at St. Pierre); Nova Scotia, Nov. 29 and Dec. 31; Newfoundland, Dec. 10 and 20—both Furness Line (do not call at St. Pierre).

*To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.*—Lady Nelson, Nov. 27; Lady Hawkins, Dec. 11; Lady Drake, Dec. 18—all Canadian National.

*To Santiago (Cuba) and Kingston (Jamaica).*—Calabria, Nov. 23 and Dec. 21; Andalusia, Dec. 7 (calls at Montego Bay and other Jamaican outports)—both Pickford & Black, Ltd.

*To Bermuda, St. Kitts, Antigua, Guadeloupe, St. Lucia, Dominica, Martinique, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo.*—Moyra, Nov. 29; Venda, Dec. 14—both Ocean Dominion SS. Corp.

*To Hamilton (Bermuda), Nassau (Bahamas), Kingston (Jamaica), and Belize (British Honduras).*—Cathcart (calls at St. Georges, Bermuda, but not at Hamilton or Nassau), Nov. 28 and Dec. 21; Lady Rodney, Nov. 30 and Dec. 28; Cavalier (does not call at Hamilton or Nassau), Dec. 7—all Canadian National.

*To Hamilton (Bermuda), Puerto Rico, St. Kitts, Antigua, St. Lucia, Guadeloupe, Martinique, Barbados, St. Vincent, Grenada, Trinidad and Demerara.*—Chomedy, Nov. 22 and Dec. 24; Colborne, Dec. 3—both Canadian National.

*To Auckland, Wellington, Lyttelton, Dunedin, Brisbane, Sydney and Melbourne.*—Canadian Victor, Dec. 23; Canadian Challenger, Dec. 30—both Canadian National.

### From Saint John

*To London and Antwerp.*—Beaverford, Dec. 9; Beaverburn, Dec. 16; Beaverdale (calls at Hamburg but not at Antwerp), Dec. 26; Beaverbrae, Dec. 30—all Canadian Pacific; Hada County, County Line, Dec. 23 (calls at Havre but not at London).

*To Liverpool.*—Montcalm, Dec. 9; Duchess of Atholl, Dec. 15; Montrose, Dec. 23; Montclare, Dec. 30—all Canadian Pacific.

*To Southampton.*—Duchess of Richmond, Canadian Pacific, Dec. 8.

*To Manchester.*—Manchester Brigade, Dec. 15; Manchester Division, Dec. 29—both Manchester Line.

*To Avonmouth, Cardiff and Swansea.*—Kastalia, Dec. 15; Salacia, Dec. 29—both Cunard-Donaldson Line.

*To Glasgow.*—Letitia, Dec. 9; Sulairia, Dec. 22—both Anchor-Donaldson Line.

*To Newcastle and Leith.*—A steamer (calls at Dundee and Hull), Dec. 10; a steamer, Dec. 24—both Cairn-Thomson Line.

*To Belfast and Dublin.*—Dunaff Head, Head Line, Dec. 18 (cargo accepted for Londonderry and Cork).

*To Rotterdam.*—King's County, County Line, Dec. 23.



*To Alexandria, Port Said, Suez, Aden, Karachi, Bombay, Colombo, Madras, Rangoon and Calcutta.*—City of Guildford, American and Indian SS., Dec. 27 (cargo accepted for other Eastern ports, also for British East African ports).

*To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.*—Lady Hawkins, Dec. 3; Lady Drake, Dec. 17—both Canadian National.

*To Bermuda, St. Kitts, Antigua, Guadeloupe, Dominica, Martinique, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.*—Venda, Ocean Dominion Line, Dec. 9.

*To Kingston and Jamaica Outports.*—San Benito, Nov. 24; San Blas, Dec. 8; San Bruno, Dec. 22—all United Fruit Line.

*To South France and Italian Ports.*—Valleluce, Lloyd-Mediterraneo-Italian Service, Dec. 22.

*To West and South African Ports.*—Calumet, Elder Dempster Lines, Ltd., Dec. 25.

### From New Westminster

*To London, Liverpool and Glasgow.*—Doric Star, American Mail Line, Dec. 4; Corrientes, Dec. 4; Parthenia, Dec. 10—both Balfour Guthrie & Co.

*To United Kingdom Ports.*—Pacific Ranger, Nov. 24; Pacific Exporter, Dec. 7—both Furness Pacific Ltd.; York City, T. A. Lee & Holway Ltd., Nov. 25; Trojan Star, American Mail Line, Nov. 26.

*To Shanghai.*—Jutlandia, R. L. Johnson Walton Co., Nov. 22.

### From Vancouver

*To Yokohama, Kobe, Shanghai and Hongkong.*—Bellingham, Dec. 8 (calls Osaka, Iloilo, Cebu and Legaspi but not at Shanghai); Everett, Dec. 20 (calls Tsingtao, Dairen, Taku Bar and Otaru but not at Hongkong)—both Tacoma Oriental SS.; Hiye Maru, Nippon Yusen Kaisha, Dec. 15 (also calls Osaka); Protesilaus, Blue Funnel Line, Dec. 19 (calls at Miiki).

*To Yokohama, Kobe, Shanghai, Hongkong and Manila.*—Empress of Asia (calls Nagasaki), Dec. 3; Empress of Canada (calls Honolulu), Dec. 17; Empress of Russia (calls Nagasaki), Dec. 31—all Canadian Pacific.

*To Yokohama, Kobe and Osaka.*—Ayaha Maru, Nov. 24; Koshin Maru, Dec. 2—both Empire Shipping Co.

*To Sourabaya, Samarang, Batavia, Singapore, Belawan Deli, Penang, Rangoon and Calcutta.*—Silverbelle, Silver-Java Pacific Line, Dec. 16 (also calls Manila and Iloilo).

*To Auckland, Wellington, Melbourne and Sydney.*—Golden Harvest, Oceanic and Oriental Navigation Co., Dec. 17 (also calls Lyttelton and Dunedin).

*To Brisbane, Sydney, Melbourne and Adelaide.*—Yngaren, Empire Shipping Co., Dec. 2.

*To London, Liverpool and Manchester.*—York City, Reardon Smith Line, Dec. 1.

*To Liverpool, London, Southampton and Rotterdam.*—Loch Katrine, Dec. 4; Damsterdyk, Dec. 18—both Royal Mail Lines Ltd.

*To London, Hull, Bergen and Oslo.*—Laurits Swenson, Fred Olsen Line, Dec. 5.

*To Manchester.*—Pacific Ranger, Nov. 26; Pacific Exporter, Dec. 10—both Furness (Pacific) Ltd.

*To Marseilles, Genoa, Leghorn, Naples, Venice and Trieste.*—Cellina, Empire Shipping Co., Ltd., Dec. 3.

*To Hamburg, Bremen and Antwerp.*—Portland, Nov. 23; Los Angeles, Nov. 30; Bitterfeld, Dec. 7; Tacoma, Dec. 14; Donau, Dec. 21; Stassfurt, Dec. 28—all Hamburg-American-North German Lloyd Line.

*To Havre, Dunkirk, Bordeaux and Antwerp.*—Wyoming, Empire Shipping Co., Ltd., Dec. 9.

*To Scandinavian Ports.*—Axel Johnson, Johnson Line, Dec. 9.

*To Port of Spain (Trinidad) and Bridgetown (Barbados).*—Inverbank, Canadian Transport Co. Ltd., Nov. 22.

*To Montevideo and Buenos Aires.*—Hardanger, Westfal-Larsen Co., Dec. 10 (cargo accepted for Pernambuco, Bahia, Rosario, Santa Fé and other ports).

*To Balboa, Cristobal, Puerto Colombia, Kingston, Vera Cruz and Tampico.*—Point Bonita, Gulf Pacific Mail Line, Nov. 28.

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**Note.**—Firms who desire information concerning ocean mail services may have their names placed on the mailing list of the Post Office Weekly Bulletin by applying to the Post Office Department.

# COMMERCIAL INTELLIGENCE SERVICE

807

## CANADIAN GOVERNMENT TRADE COMMISSIONERS

### Argentine Republic

HARRY A. SCOTT, B. Mitre 430, Buenos Aires (1). (Territory includes Chile and Uruguay.)  
*Cable address, Canadian.*

### Australia

D. H. ROSS. Address for letters—Box 196C, G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable address, Canadian.*  
*Commercial Agent:* B. MILLIN, The Royal Exchange, Sydney, N.S.W.

### Belgium

HENRI TURCOT, 98 Boulevard Adolphe Max, Brussels. *Cable address, Canadian.*

### Brazil

A. S. BLEAKNEY. Address for letters—Caixa Postal 2164, Rio de Janeiro. Office—Ed. Da "A. Noite," Sala 802, Praca Maua. *Cable address, Canadian.*

### British West Indies

*Trinidad:* ACTING TRADE COMMISSIONER. Address for letters—P.O. Box 125, Port of Spain. Office—Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, and British Guiana.) *Cable address, Canadian.*

*Jamaica:* F. W. FRASER, P.O. Box 225. Office—Canadian Bank of Commerce Chambers, Kingston. (Territory covers Jamaica, Hayti, the Bahamas, and British Honduras.)  
*Cable address, Canadian.*

### China

L. M. COSGRAVE. Address for letters—P.O. Box 264, Shanghai. Office—Daily News Building, 17 The Bund, Shanghai. *Cable address, Canadian.*

PAUL SYKES. Address for letters—P.O. Box 160, Dairen, Manchuria. Office—Cornabe Building, 1 Higashi-Koen-Cho, Dairen, Manchuria. (Territory covers Manchuria.) *Cable address, Canadian.*

### Cuba

E. L. MCCOLL. Address for letters—Apartado 1945, Havana. Office address—Royal Bank of Canada Building, Calle Aguiar 75, Havana. (Territory includes San Domingo and Puerto Rico.) *Cable address, Canadian.*

### Egypt

YVES LAMONTAGNE. Address for letters—P.O. Box 1770, Cairo. Office—22 Shari Kasr el Nil, Cairo. (Territory includes the Sudan, Palestine, Cyprus, Iraq, Syria, and Persia.)  
*Cable address, Canadian.*

### France

HERCULE BARRÉ, 3 rue Scribe, Paris (9). (Territory includes French Colonies in North Africa.) *Cable address, Cancomac.*

### Germany

ACTING TRADE COMMISSIONER, Mönckebergstrasse 31, Hamburg. (Territory covers Germany—except the Rhine Valley—Czechoslovakia, Austria, and Eastern European countries.)  
*Cable address, Canadian.*

### Greece

ACTING TRADE COMMISSIONER, 1 Corai Street, Athens. (Territory includes Turkey.) *Cable address, Canadian.*

### Hongkong

V. E. DUCLOS. Address for letters—P.O. Box 80, Hongkong. Office—Gloucester Building, Hongkong. (Territory includes South China, the Philippines, British North Borneo, and Indo-China.) *Cable address, Canadian.*

### India and Ceylon

R. T. YOUNG. Address for letters—P.O. Box 2003, Calcutta. Office—8 Esplanade Mansions, Government Place East, Calcutta. *Cable address, Canadian.*

### Irish Free State and Northern Ireland

J H. ENGLISH, 66 Upper O'Connell Street, Dublin, Irish Free State (*cable address, Canadian*); and 44 Ann Street, Belfast, Northern Ireland (*cable address, Adanac*).



**Italy**

A. B. MUDDIMAN, Via Manzoni Nr. 5, Milan (102). (Territory includes Spain, Portugal, Gibraltar, Canary Islands, Malta, Italian Colonies in Africa, Albania, and Jugoslavia.) *Cable address, Canadian.*

**Japan**

*Tokyo*: J. A. LANGLEY, Commercial Secretary; RICHARD GREW, Trade Commissioner. Address for letters—P.O. Box F101, Tokyo Central. Office—Imperial Life Assurance Building, Marunouchi, Tokyo. *Cable address, Canadian.*

*Kobe*: ACTING TRADE COMMISSIONER. Address for letters—P.O. Box 230, Kobe. Office—Chamber of Commerce Building, Kobe. *Cable address, Canadian.*

**Mexico**

ACTING TRADE COMMISSIONER. Address for letters—Apartado Num. 126-bis, Mexico City. Office—Edificio Banco de Londres y Mexico, Num. 30, Mexico City. (Territory includes Central American Republics.) *Cable address, Cancoma.*

**Netherlands**

J. C. MACGILLIVRAY, Beursplein 26B, Rotterdam. (Territory includes the Rhine Valley and Switzerland.) *Cable address, Canadian.*

**Netherlands East Indies**

G. R. HEASMAN. Address for letters—P.O. Box 84, Batavia, Java. Office—Chartered Bank Building, Melacca St., Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, and Siam.) *Cable address, Canadian.*

**New Zealand**

C. M. CROFT. Address for letters—P.O. Box 33, Auckland. Office—Yorkshire House, Shortland Street, Auckland. (Territory includes Fiji and Western Samoa.) *Cable address, Canadian.*

**Norway**

F. H. PALMER, Jernbanetorget 4, Oslo. (Territory includes Scandinavian countries and Finland.) *Cable address, Canadian.*

**Panama**

J. A. STRONG. Address for letters—P.O. Box 222, Panama City. Office—Royal Bank of Canada Building, Santa Ana Plaza, Panama City. (Territory includes Venezuela and Colombia.) *Cable address, Canadian.*

**Peru**

C. S. BISSETT. Address for letters—Casilla 1212, Lima. Office—Calle Coca, 478, Lima. (Territory includes Bolivia and Ecuador.) *Cable address, Canadian.*

**South Africa**

G. R. STEVENS. Address for letters—P.O. Box 683, Cape Town. Office—Cleghorn & Harris Building, Adderley Street, Cape Town. (Territory includes Southwest Africa, the Rhodesias, Nyasaland, Tanganyika Territory, and Kenya Colony.) *Cable address, Cantracom.*

**United Kingdom**

*London*: HARRISON WATSON, Canada House, Trafalgar Square, S.W.1. (Territory covers Home Counties, Southeastern Counties, and East Anglia.) *Cable address, Sleighing, London.*

*London*: J. FORSYTH SMITH, Fruit Trade Commissioner, Walter House, Bedford Street, Strand, W.C.2. *Cable address, Canfrucom.* (Territory—for fresh fruit only—covers United Kingdom, Norway, Denmark, Sweden, France, Holland, Belgium, Germany, and Spain.)

*London*: W. A. WILSON, Animal Products Trade Commissioner, Canada House, Trafalgar Square, S.W.1. *Cable address, Agrilson.*

*Liverpool*: H. R. POUSSETTE, Century Bldgs., 31 North John Street. (Territory covers North of England, Lincolnshire, North Midlands, and North Wales.) *Cable address, Canadian.*

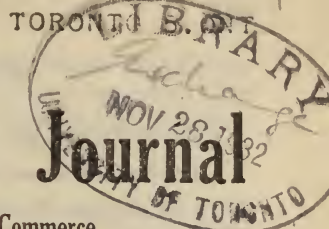
*Bristol*: DOUGLAS S. COLE, Northcliffe House, Colston Avenue. (Territory covers West of England, South Wales, and South Midlands.) *Cable address, Canadian.*

*Glasgow*: GORDON B. JOHNSON, 200 St. Vincent Street. *Cable address, Cantracom.*

**United States**

*New York City*: FREDERIC HUDD, 25 Broadway. (Territory includes Bermuda.) *Cable address, Cantracom.*

**Note.**—Bentley's Second Phrase Code is used by Canadian Trade Commissioners



# Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

Minister: Hon. H. H. Stevens, M.P.

Deputy Minister: James G. Parmelee

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No. 1504

## TABLE OF CONTENTS

Page	Page		
Ottawa Agreements Bill Passed in United Kingdom . . . . .	809	Conditions in the Manchurian Flour Market . . . . .	828
Irish Free State Bacon Tariff Report	810	Japan's Foreign Trade, January to September, 1932 . . . . .	829
Irish Free State Cereal Restriction Bill . . . . .	811	Market in Japan for Automatic Oil Burners . . . . .	833
West of England Trade in Alfalfa Meal and Alfalfa Hay . . . . .	812	Points for Exporters to the Republic of Colombia . . . . .	834
Conditions in the West of England, South Midlands and South Wales	813	Tariff Changes, etc. . . . .	840
Additional Details of Imports into the United Kingdom in 1931 . . . .	815	Exchange Control in Turkey . . . . .	842
Commercial Notes from New South Wales . . . . .	821	Sugar Manufacture in India . . . . .	843
The Cayman Islands . . . . .	823	Foreign Exchange Quotations . . . . .	843
China's Foreign Trade . . . . .	824	Trade Inquiries . . . . .	844
Norwegian Agriculture, Commerce, and Industry . . . . .	825	Proposed Sailings . . . . .	845
		Commercial Intelligence Service . . . .	847

## OTTAWA AGREEMENTS BILL PASSES IN THE UNITED KINGDOM

The Ottawa Agreements Bill, containing the agreements entered into between the United Kingdom and various Dominions during the Imperial Economic Conference in Ottawa this year, received Royal Assent on November 15.

Article 1 of the agreement between Canada and the United Kingdom continues the preferences under the Import Duties Act, which were due to expire on November 15, and the new duties provided for in the schedules (see *Commercial Intelligence Journal* No. 1502 (November 12), page 752) went into force as from November 17, with the exception of the copper duties.

In addition to margins of preference created against foreign goods in the schedules of the Canadian-United Kingdom trade agreement, the corresponding schedules of agreements between the United Kingdom and other Dominions contain the following duties which will be imposed on non-Empire goods:—

	Duty
Condensed milk, whole, not sweetened . . . . .	6s. cwt.
Milk powder and other preserved milk (excluding condensed milk), not sweetened . . . . .	6s. cwt.
Honey . . . . .	7s. cwt.
Fruits, preserved in syrup, other than apples, stoned cherries, figs, plums, prunes and raisins . . . . .	15% ad val. plus duty on sugar content



DUTIES ON NON-EMPIRE GOODS—*Continued*

	Duty
Plums, fresh or raw . . . . .	9s. 4d. cwt.
Peaches and nectarines, fresh or raw . . . . .	Dec. 1 to Mar. 31 14s. cwt.
Grapes (other than hothouse), fresh or raw . . . . .	Dec. 1 to Mar. 31 1½d. lb.
Grapefruit, fresh or raw . . . . .	Feb. 1 to June 30 5s. cwt.
Oranges, fresh or raw . . . . .	3s. 6d. cwt.
Bananas, fresh or raw . . . . .	Apr. 1 to Nov. 30 2s. 6d. cwt.
Rice, husked, including cargo rice and cleaned rice whole, but not including broken rice . . . . .	1d. lb.
Maize, flat white . . . . .	10% ad val.
Dried fruits, other than currants, raisins, prunes, plums and figs; fruits preserved by chemicals or artificial heat, other than fruit preserved in sugar; fruit juices; potatoes; wheat flour; barley; maize products; Kaffir corn and meal; macaroni; dried peas; grass and clover seeds; lucerne seed; dressed poultry; canned meat; meat extracts and essences; sausage casings; tallow; casein; leather; goatskins; box-wood; eucalyptus oil; whale oil and products; oyster shell grit; ostrich feathers; ground nuts; copra; gums (other than arabic, tragacanth, shellac, stick-lac, and seedlac); wattle bark and extracts; sugar of milk	10% ad val.

Wine not over 27 degrees proof is given a preference margin of 2s. per gallon and coffee of 9s. 4d. per cwt. The existing margin on wine over 27 degrees is preserved as well as the preference margin on sugar. It is stated that the preference of 1½d. per pound on chilled or frozen salmon which is contained in the trade agreement between the United Kingdom and Newfoundland is postponed until ratification of that agreement.

Modifications in regulations governing import of cattle from Canada into the United Kingdom (Article 5) are not yet in operation.

## IRISH FREE STATE BACON TARIFF REPORT

JOHN H. ENGLISH, CANADIAN TRADE COMMISSIONER

Dublin, October 29, 1932.—In the *Commercial Intelligence Journal*, No. 1445 (October 10, 1931), it was reported that the Irish Free State Tariff Commission were to investigate the desirability of a tariff on bacon, hams and other pig products imported into the Irish Free State. The Commission's report, which runs to 150 pages, has now been issued, and it makes a careful review of the bacon industry in Ireland and Denmark. In the Irish Free State, it is stated, there are 28 bacon factories, 16 of which were visited by the Commission. The capacity of those visited was 1,250,000 pigs per annum, whereas the total killings for the 28 factories in the country averaged about 750,000 pigs per annum in recent years. It is suggested therefore that there are too many factories for dealing economically with the supply of pigs available. The total number of pigs in the Irish Free State on June 1, 1931, was given as 1,227,000. About 60 per cent of the total are located in the counties of Cork, Kerry, Tipperary, Wexford, Galway, Limerick and Mayo, while on the other hand the principal bacon factories are located in Cork, Limerick and Waterford. This often means the transportation of pigs to factories up to a distance of 200 miles, and naturally unduly increases cost of production.

Besides the bacon industry there are three chief outlets for pigs, which on occasion affect the normal flow to the bacon factories. It is estimated that of the 1,468,000 pigs marketed in the Irish Free State in the year ended May 31, 1931, 657,000 were purchased for curing in the Irish Free State, 443,000 were exported alive to Great Britain, 301,000 were exported in the form of fresh pork to the United Kingdom, and 67,000 were consumed as fresh pork in the Irish Free State.

The typical Irish Free State bacon product is the Wiltshire side, and for this a lengthy bacon pig weighing more than 163 lbs. deadweight is required. On the other hand, a heavier pig finds the best market in Great Britain and Northern Ireland. This creates a difficulty for Irish bacon producers often in the form of higher pig prices when the British market is strong.

The Commission also made comment on the sales organizations of the Irish Free State bacon factories. There is no organization, such as the Danish Bacon Company, for the sale of bacon, of which 57 per cent is exported. Each factory maintains its own selling organization, disposing of its output for the bacon market to wholesale merchants, or direct to the retail trade, through its own agents. In so far as Irish Free State bacon is exported, it is consigned almost entirely to Great Britain, but it forms a small proportion of the imports of bacon into that country. Dealing with the fact that several Irish Free State firms are almost entirely dependent on the British market, it states that long-established trade connections and the good-will attaching to proprietary brands under which bacon is sold enter in a large measure into the advantageous marketing of Irish Free State bacon.

After dealing in detail with the comparative wages paid in the industry, conditions of labour, cost of production, etc., it recommends generally against the imposition of an import tariff. If, however, a tariff is to be imposed, it suggests a sliding scale tariff, based on current prices. In fact such a tariff was imposed in December, 1931, but subsequently (July 26, 1932) this was altered and a prohibitive tariff of 84s. per cwt. (56s. preferential rate) was imposed. This latter tariff is still in operation, and is not likely to be altered for the present, and under it imports have practically ceased.

## IRISH FREE STATE CEREAL RESTRICTIONS BILL

JOHN H. ENGLISH, CANADIAN TRADE COMMISSIONER

Dublin, October 30, 1932.—Following temporary measures imposed by the Government to control the importation of flour and certain cereals into the Irish Free State, a comprehensive Bill has now been introduced into the Legislature, entitled the "Agricultural Products (Cereals) Bill, 1932." This has for its purpose the control and regulation of the milling and importation of flour, and the importation and growing of wheat and other cereals and feeding stuffs.

### REGISTRATION

The bill provides for the rigid control by licence of all phases of the milling and grain trade, both import and domestic. It makes it illegal for the following to carry on business except under licence issued by the Government Department concerned: flour importers, distillers, wheat importers and wheat dealers, wheat growers, maize millers, maize importers, and manufacturers of compound feeding stuffs. Power is given to revoke licences for certain offences and to restrict the issuance of licences at the option of the Government.

### IMPORTATION AND EXPORTATION

The importation of the following is prohibited under penalty except by licensed importers and a special permit must be obtained covering each importation: flour, wheat, biscuits and other articles containing wheaten flour, maize, oats, hay, straw, maize meal, barley, malted barley, rye, and oatmeal, and articles of food or medicine for animals sold under a trade name. Power is given to restrict the issuance of import licences in accordance with the desires



of the Government. By order, the exportation of wheat offals and any other product capable of use as an animal feeding stuff may be prohibited.

At the present time the free importation of flour is being carried on under licence, each importer having been given a quota. The present quota is about 50 per cent of the normal flour importations, but it is expected that this figure will be reduced at once, so that only about 25 per cent of the normal flour imports will be permitted.

#### WHEAT-MILLING

All mills must be licensed and an annual production quota is to be given to each mill, which will be variable from cereal year to cereal year. Each mill must mill its full flour quota, and penalties are provided for any mill which falls below its scheduled output. Likewise, any mill which exceeds its production quota by more than 10 per cent will be fined to the extent of 3 shillings per 400 pounds of wheat milled in excess of the quota. Each mill must use a percentage of home-grown wheat, the actual percentage to be determined in advance each year. The home-grown wheat quota, however, may be transferred to another mill by agreement.

Inland mills are to be paid a production subsidy on the wheat milled, but not exceeding 1 shilling per 400 pounds. Provision is made for the Government to acquire flour mills, compulsorily or otherwise, and to enter into the production of flour on a commercial basis.

#### WHEAT-GROWING

To encourage wheat-growing in the Irish Free State, the Bill provides for a substantial bounty on production. A "standard price" for the millable home-grown wheat is set for the period August 1, 1933, until July 31, 1935, varying between 23s. 6d. and 25s. per barrel of 280 pounds. To arrive at the bounty payable each cereal season, the government department concerned are to announce an "average" sale price for wheat, and the bounty payable to licensed growers will be the difference between the "standard" and the "average" prices. To determine the average sale price, every sale of home-grown wheat must be covered by regulation sale forms, showing prices, quantities, etc. Copies of each sale form must be forwarded to the government department supervising the matter.

#### MAIZE

Maize importation and milling likewise are controlled by licence, and it is unlawful to sell maize meal (except as a human food) unless it contains a mixture of at least ten per cent by weight of home-grown grains. The sale of maize meal "mixture" is restricted to packages containing not less than 112 pounds, and each package must be marked to show the percentage by weight of each ingredient.

### WEST OF ENGLAND TRADE IN ALFALFA MEAL AND ALFALFA HAY

DOUGLAS S. COLE, CANADIAN TRADE COMMISSIONER

Bristol, November 9, 1932.—Sales of alfalfa meal and alfalfa hay have never been extensive in the West of England, but increasing interest is being shown in both these products.

#### ALFALFA HAY

In view of the fact that in the West of England and South Wales clover mixture is solely in demand as a feeding stuff, alfalfa hay not being favoured, it is interesting to learn that the Gloucestershire Milk Recording Society have been conducting experiments with the latter product as feed for calves, and

they are of the opinion that it may increase the butter fat content and improve the colour of the milk. The secretary of the Bristol Milk Recording Society has also shown an active interest in the experiments, and it is believed that trial shipments of alfalfa hay may be brought in provided offerings are sufficiently green in colour, and are at a price which would work out to not more than £5 per ton. Good colour is a point that has been specially emphasized.

#### ALFALFA MEAL

Californian supplies of alfalfa meal are quite out of the market owing to the adverse exchange situation, but the position remains unaltered in so far as shipments from South Africa are concerned. South African meal, the colour of which is stated to be of a deeper green than that from Canada, is well liked. This year there have been certain imports from the Dominion which apparently are quite satisfactory.

South African supplies were being offered this spring at from £7 7s. 6d. to £7 10s. (\$28.02 to \$28.50, exchange at \$3.80 to the £) per ton of 2,240 pounds c.i.f. United Kingdom port. Prices have fallen, however, and at present South African meal with a fibre content of 27 per cent is offered at from £6 17s. 6d. to £7 (\$26.12 to \$26.60) per ton c.i.f. London or Liverpool. Supplies from Canada have an advantage in this market over those from South Africa, as very few South African vessels call at Avonmouth, whereas a continuous service is provided between this port and Canadian ports.

This week offers of Canadian alfalfa meal have been made at £6 12s. 6d. (\$25.17) by consumers, which would mean about £6 10s. (\$24.70) c.i.f. Avonmouth to the shipper.

In addition to its being a deep green colour, importers insist that the meal be finely ground—but not dust—and that leaf and not stalk be used for grinding purposes.

## CONDITIONS IN THE WEST OF ENGLAND, SOUTH MIDLANDS, AND SOUTH WALES

DOUGLAS S. COLE, CANADIAN TRADE COMMISSIONER

### BANK CLEARINGS

Bristol, November 9, 1932.—The September bank clearings for Birmingham, Bristol, and Leicester all showed satisfactory increases. In the case of Birmingham, clearings were £7,987,000 as compared with £7,509,000 for the corresponding month in 1931. From figures received to-day the month of October shows a slight falling off, Bristol alone maintaining its increase. These three centres are the only provincial centres in this trade area for which clearing returns are published in the *Economist*. That trade is not only being maintained but slightly improved is indicated by the aggregate total for Birmingham from January 1 to October 29, which is £94,020,000 as compared with £92,608,000 for the corresponding period of last year. Similarly, the totals for all the provincial centres show a small but satisfactory increase over last year.

### UNEMPLOYMENT

The number of persons registered at employment exchanges on September 26, 1932, in the Southwestern division was approximately 155,000—an increase of 23,000 on the figures as at September 28, 1931; in the Midlands division,



with approximately 398,000 persons registered, there was a decrease of 20,000, indicative of the altered position in Birmingham and district; in the South Wales division the registration was 235,000, an increase of 27,000.

Generally speaking, it may be said that employment has recently improved in the coal mining, iron and steel, motor vehicles, boot and shoe, and pottery industries. On the other hand, declines have been recorded in the engineering industry, in the transport services, and in some of the distributive trades.

#### COST OF LIVING

On October 1 the average level of retail prices of commodities taken into account in the statistics compiled by the Ministry of Labour (including food, rent, clothing, fuel and light, and miscellaneous items) was approximately 43 per cent above the level of July, 1914. This compares with 41 per cent a month earlier and 45 per cent a year ago.

#### BIRMINGHAM

Optimistic reports are being received from the motor vehicles industry following the recent motor show. One company confirm the report that they are sending orders to thirty-four different countries, and that the number of their distributors is greater abroad than at home. Generally speaking, motor cycle and bicycle manufacturers state that business is good for this time of the year. Fundamentally, however, the situation shows little change. The stronger position in the home market is manifest in some directions, but the advantage is extremely limited owing to the existence of the world-wide depression.

Statistics show that out of an estimated total of 858,000 insured work-people in the building trades in the United Kingdom, some 29 per cent are unemployed. The present slump is intensified by the discontinuance of public contracts for institutional buildings, for housing schemes, and for schools. On the other hand, there is some activity in factory and other business premises construction.

#### LEICESTER AND NORTHAMPTON

Reports from the secretary of the Leicester and County Chamber of Commerce indicate that the domestic market for boots and shoes is still very quiet, but that there is a slight improvement as compared with last month.

The hosiery trade is better than it has been at any previous time in the present year. The home market demand for knitted goods is brisk, as is that for women's knitted dresses and sports outerwear, and for heavy underwear.

#### SOUTH WALES

At Swansea numerous vessels, in view of the early closing of the St. Lawrence, have had to wait their turn to take in cargoes of anthracite coal, mainly for Montreal. Supplies of superior grades are reported as being insufficient to meet the demands for prompt shipment.

In steam coal there has been a slight recovery in business, but insufficient to enable regular employment to be resumed at the Welsh collieries or to give confidence for the future. Until the present large stocks are materially reduced, it will be impossible to greatly increase output.

The tinplate trade is quiet.

## ADDITIONAL DETAILS OF IMPORTS INTO THE UNITED KINGDOM FROM CANADA IN 1931

G. A. NEWMAN, ASSISTANT TRADE COMMISSIONER

London, November 11, 1932.—The Annual Statement of Trade of the United Kingdom now available for the year 1931 supplies in detail statistics of imports and exports which are indicated only in a general way in the monthly returns. And while it is the practice of this office to note from time to time during the course of each year the developments of trade with Canada as furnished in the monthly returns and conclude with a general survey for the year, nevertheless it is presumed that a summary of Canadian trade in those items not previously mentioned will be of interest to Canadian shippers, especially in view of recent developments.

It should be pointed out, however, that the following figures are more than usually inadequate as a means of picturing the prevailing trend of Canadian trade by the fact that, apart from mere lapse of time, Great Britain's departure from the gold standard during the latter part of 1931 and the subsequent introduction of tariffs came too late to have a decided effect on the import statistics for the year.

It is not surprising therefore to note that the total value of Canadian merchandise imported in 1931 was only £32,816,057 as compared with £38,146,076 in 1930, though the amount of the decrease, some £6,000,000, was not as pronounced as that of 1929-30, when it was about £8,000,000. This trend of decreasing value of imports was in harmony with the general decrease of imports from all countries, which dropped from £1,043,975,261 in 1930 to £862,174,709 in 1931. Another consideration which must not be overlooked with respect to imports in 1931 was the marked fall in values during that year, which does not allow a satisfactory comparison of the actual volume of imports.

Indeed, a preliminary examination of imports from Canada would seem to indicate that Canadian trade with the United Kingdom reached its lowest ebb in 1930, and in a great many commodities, extending through the whole range of Canadian exports, from raw materials and foodstuffs to manufactured articles, there was an increase, often a surprising increase, in the volume of Canadian trade. This was true of such diversified items as rolled oats, bran and pollards, poultry, frozen salmon, fruit juices, honey, butter, condensed milk, milk powder, clover seed, tool handles, leather gloves, toilet soaps, patent leathers, and wall-board.

In preparing the following statistics, the rotation followed is that of the British Customs Department, i.e. (1) Food, Drink, and Tobacco; (2) Raw Materials and Articles Mainly Unmanufactured; (3) Articles Wholly or Mainly Manufactured.

### I. FOOD, DRINK, AND TOBACCO

The imports of grain, flour, provisions, and canned fish were published in *Commercial Intelligence Journal* No. 1464 (February 20, 1932).

*Rye*.—After a steady decrease in imports over a number of years, the lowest figure was reached in 1930, when receipts totalled 96,232 cwts. In 1931 the amount was increased to 107,764 cwts. This change was also reflected in Canadian shipments, which rose from 86,291 cwts. to 89,924 cwts.

*Wheat Products*.—In this classification covering products other than meal, flour, and macaroni, Canadian imports reached the highest point of the past few years—24,575 cwts. as compared with 16,889 cwts. in 1930. This increase was reflected in the total imports, which reached 99,156 cwts. as compared with 94,604 cwts. in 1930; receipts from foreign countries only fell off.



*Oatmeal.*—Canadian shipments of oatmeal rose from 9,202 cwts. in 1930 to 161,809 cwts. Imports from all countries amounted to 294,858 cwts. as compared with 160,190 cwts. in 1930. Supplies from Germany, the leading competitor, fell from 114,889 cwts. in 1930 to 70,736 cwts. in 1931.

*Other Oat Products, including Groats and Rolled Oats.*—Total imports increased to 585,047 cwts. from the 1930 total of 435,653 cwts. Here again the increase was largely attributable to imports from the Dominion rising from 264,871 cwts. to 451,189 cwts. German shipments declined from 138,783 cwts. to 84,082 cwts. A new item in the trade with Canada was the shipment of hulled oats, but eventually supplies became difficult to obtain. According to the trade, the sudden rise in imports from Canada resulted from this country's going off the gold standard, just at a time when shipments were heaviest, and the more general reason that there is a steady demand for British products.

*Bran and Pollard.*—Total imports, after declining steadily from 145,818 tons in 1927 to 86,275 tons in 1930, took a sudden rise in 1931 to 225,953 tons. Up to last year Canadian trade was negligible, when 4,212 tons were imported. Argentina, the most important source of supply, contributed 166,484 tons, compared with 65,507 tons in 1930.

*Hay.*—On account of the exceptionally large stocks of the home product, only 10,640 tons were imported in 1931. Of this Canada shipped 8,317 tons, less than a third of the amount of the previous year.

*Frozen Tongues, Hearts, Livers, etc., of Beef.*—While there was a decrease in the general imports from 737,298 cwts. in 1930 to 723,336 cwts. in 1931, supplies from Canada increased from 8,842 cwts. to 12,558 cwts. A somewhat similar increase in imports from other Empire countries, with the exception of Africa, was shown in the returns. Imports from foreign countries fell by 47,784 cwts.

*Canned Tongues.*—In canned beef tongues a slight increase was recorded from Canada—516 cwts. as compared with 463 cwts. in 1930. Imports on the whole declined from 78,214 cwts. in 1930 to 63,726 cwts. in 1931.

*Poultry.*—Total imports of dead poultry increased in 1931 to 665,453 cwts. over 569,921 cwts. in 1930; shipments from Canada totalled 505 cwts.—a slight decline from 1930.

*Sausage Casings.*—Canada's portion of the trade—3,942 cwts.—slightly increased, but is small in comparison with the total of 96,036 cwts., about half of which is credited to the United States.

*Salmon, Fresh or Frozen.*—Imports from the Dominion of frozen salmon (43,313 cwts.) were larger than for many years past; the aggregate declined from 126,231 cwts. to 124,038 cwts. Supplies from Newfoundland and the United States, the two chief sources of competition, fell off.

*Apples.*—In raw apples the total of 2,086,331 cwts. in 1930 fell to 1,769,279 cwts., in spite of the fact that general imports increased from 6,171,524 cwts. to 7,598,533 cwts. over the same period. Increased imports were credited to all the European countries and the United States, as is indicated in the following figures:—

	1930 Cwts.	1931 Cwts.
Soviet Union (Russia) . . . . .	10,193	5,098
Germany . . . . .	9,899	40,902
Netherlands . . . . .	5,862	83,196
Belgium . . . . .	3,486	68,676
France . . . . .	65,080	657,488
Portugal . . . . .	14,370	39,758
Italy . . . . .	227	4,523
United States . . . . .	2,234,757	3,533,851
Other foreign countries . . . . .	4,613	11,922
Total from foreign countries . . . . .	2,348,487	4,455,414

	1930 Cwts.	1931 Cwts.
Australia . . . . .	1,350,843	1,032,527
New Zealand . . . . .	380,210	336,956
Canada . . . . .	2,086,331	1,769,279
Other British countries . . . . .	5,633	14,357
Total from British countries . . . . .	3,823,037	3,153,119
Total . . . . .	6,171,524	7,598,533

*Pears.*—Canadian shipments of pears also suffered a decline. Receipts fell from 63,547 cwts. to 45,749 cwts; total imports rose from 1,029,367 cwts. to 1,237,242 cwts.

*Fruit Juice, Unenumerated.*—Under this classification is included concentrated apple juice, along with other items of similar nature. In 1931 Canadian supplies moved upward from 158,673 gallons (1930) to 176,843 gallons, and total imports to 536,719 gallons, an increase of 109,517 gallons. It is probable that the figures for 1932 will show a large increase in shipments from Canada as due to a shortage of continental supplies and the increased demand for cider resulting from the heavy tax on beer and whisky, satisfactory business is being done.

*Honey.*—Shipments from Canada (largely from Ontario and Quebec) totalled 17,155 cwts. as compared to 11,819 cwts. in 1930. The figure is the highest yet established, and places Canada in first place in the market, followed by the United States with 16,956 cwts., and the British West Indies with 16,662 cwts. Total imports were 78,228 cwts. in 1931 and 66,997 cwts. in 1930.

*Condensed Milk, Unsweetened.*—After a falling off over a number of years, shipments from the Dominion took a sudden upward turn in 1931, reaching 24,489 cwts. as compared with 13,709 cwts. of 1930. This increase was characteristic of almost all the other contributing countries, with the exception of Germany; total imports rose from 402,967 cwts. (1930) to 483,579 cwts. During this period the United States displaced Holland as first supplier with 165,306 cwts. as compared with the 154,875 cwts. from the Netherlands.

*Milk Powder, Unsweetened.*—Imports have been steadily increasing in volume until in 1931 the record figure of 352,652 cwts. was reached. Of this amount New Zealand supplied 102,424 cwts., Netherlands 100,169 cwts., United States 82,038 cwts., and Canada 42,025 cwts.—the largest yet recorded for each of these sources of supply. The United States made the greatest gain; her 1930 total was only 10,967 cwts., and the gain was largely due to the very low prices quoted from that country in the latter part of 1931, which for a time rather disorganized the market.

*Lard.*—Imports from Canada totalled 10,450 tons, a slight increase but below those recorded in the year immediately preceding 1930. Total shipments rose from 125,250 tons to 217,435 tons, supplies from foreign countries declining from 114,610 tons to 113,389 tons.

## II. RAW MATERIALS AND ARTICLES MAINLY UNMANUFACTURED

*Asbestos.*—Total imports continued to fall in 1931, reaching a new low level of 19,590 tons. Imports from all countries except Russia, shipments from which increased from 577 tons to 2,075 tons, were affected. Supplies from the Dominion fell from 3,636 tons to 1,998 tons.

*Sleepers.*—Most of Canadian timber items have already been covered in a report from this office published in *Commercial Intelligence Journal* No. 1464 (February 20, 1932). Details are now available of imports of sleepers, which show that total imports fell from 533,161 loads in 1930 to 334,540 loads in 1931, supplies from all countries, with the exception of Finland, declining. Canada's share of the trade fell from 40,486 loads to 39,741 loads.



*Raw Wool.*—Comparatively speaking, Canada has never made large shipments of wool to the United Kingdom, but the total in 1931 was the highest for many years—19,853 centals of 100 pounds each as compared with 1,077 centals in 1930.

*Clover Seed.*—Imports of clover seed from all countries in 1931 amounted to 64,987 cwts. as compared with 54,062 cwts. in 1930. Canada retained her position as the most important source of supply with 22,459 cwts., a slight increase over the 1930 figure of 21,363 cwts. The principal change as compared with the previous year was the increased supplies from France—12,818 cwts. as compared with 5,823 cwts. in 1930.

### III. ARTICLES WHOLLY OR MAINLY MANUFACTURED

*Electrical Insulators, Etc.*—Imports of electrical ware insulators dropped from 36,888 cwts. in 1930 to 28,961 cwts. in 1931. Canada's share of the trade fell from 9,635 cwts. to 7,615 cwts.

*Crude Aluminium.*—While total imports decreased from 18,388 tons to 17,070 tons; Canada is credited with 4,050 tons as against 3,094 tons in 1930, her contribution being only slightly exceeded by that from Norway, whose share of the trade declined from 9,150 tons to 5,307 tons.

*Hosiery Latch Needles.*—Imports amounted to 30,765,201 needles, a slight increase over the 1930 imports of 30,232,470 needles. Germany is credited with 16,127,984 valued at £38,802, Canada with 11,714,554 valued at £82,178, Switzerland with 1,862,124 valued at £3,313, and the United States with 1,007,755 valued at £5,855.

*Implements and Tools.*—The total importation of agricultural forks was not large, being 174,848 forks valued at £11,894, as compared to 230,326 forks valued at £12,307 in 1930. Canada increased her share of the trade from 57,306 forks valued at £5,095 to 81,107 forks valued at £7,345. The decrease in the total imports was the result of diminished supplies from Germany—54,070 forks in 1931 as compared to 134,826 in 1930. In scythes, sickles and other agricultural tools, German shipments increased in value from £13,804 to £37,827, or more than half the total imports valued at £59,727. Canadian shipments showed a very slight increase over 1930 and were valued at £4,695. Imports from the United States were valued at £10,325 as compared with £9,018 in 1930, and from France at £3,105 as compared with £8,850. In carpenters' tools and engineers' tools, which are obtained largely from Germany and the United States, imports from the Dominion were so small as not to be separately recorded. In ploughs, planters and seeders, the value of Canadian supplies was not large; the total values were £9,976 for seeders, £13,207 for mechanically driven ploughs, and £22,526 for animal-drawn ploughs. In binders and reapers the total imports for 1931 were 1,060 tons valued at £67,374—a slight increase in tonnage from 1930, when the figure was 1,074, but shipments from Canada rose to the highest point since 1927—458 tons as compared with 300 tons in 1930. Imports in 1931 from other countries were: United States, 556 tons; Germany, 12 tons; France, 3 tons; other foreign countries, 10 tons; other British countries, 21 tons.

*Machinery, General.*—Imports of machinery from Canada, as might be expected, have never been of importance compared to those of unmanufactured or semi-manufactured commodities.

The following were the imports from Canada in 1931:—

	Canada Tons	Total Tons
Dairy machinery (other than cream separators) . . . . .	11	740
Electrical machinery . . . . .	47	1,250
Mining machinery . . . . .	4	115
Paper-making machines . . . . .	38	1,345
Weighing machinery . . . . .	10	279

*Manufactures of Wood.*—Here again Canadian trade has never shown great development because of the difficulty of meeting the low costs of production in continental and Baltic countries. Nearly every form of woodenware imported into the United Kingdom has been made the subject of detailed reports which have appeared in the *Commercial Intelligence Journal* in recent months, and there was some hope that the new duties will enable Canadian manufacturers to compete. The following are the general items imported in 1931:—

Builders' Woodwork (Window-frames, Doors, etc.)	1930	1931
Soviet Union (Russia) . . . . .	£ 29,359	£ 36,732
Finland . . . . .	11,964	4,035
Estonia . . . . .	.....	33,969
Sweden . . . . .	317,848	262,909
Poland (including Dantzig) . . . . .	20,845	46,039
Germany . . . . .	16,037	26,756
Netherlands . . . . .	38,082	45,997
Belgium . . . . .	35,137	21,767
France . . . . .	19,463	9,563
United States . . . . .	685,824	680,902
Other foreign countries . . . . .	21,185	17,043
Total from foreign countries . . . . .	1,195,744	1,185,712
Canada . . . . .	16,494	24,065
Other British countries . . . . .	3,775	1,748
Total from British countries . . . . .	20,269	25,813
Total . . . . .	£1,216,013	£1,211,525

Tool Handles, other than those liable to duty.	1930		1931	
	Quantity Gross	Value £	Quantity Gross	Value £
United States . . . . .	66,106	164,788	53,048	136,466
Other foreign countries . . . . .	18,353	13,411	15,272	9,363
Total from foreign countries . . . . .	84,459	178,199	68,320	145,829
Canada . . . . .	3,575	7,893	3,112	7,954
Other British countries . . . . .	2,864	2,092	372	645
Total from British countries . . . . .	6,439	9,985	3,484	8,599
Total . . . . .	90,898	188,184	71,804	154,428

Domestic Woodenware	1930	1931
Latvia . . . . .	£ 11,504	£ 8,615
Sweden . . . . .	29,787	33,075
Norway . . . . .	7,142	6,661
Germany . . . . .	155,477	153,076
Netherlands . . . . .	8,848	3,110
Belgium . . . . .	1,490	1,638
France . . . . .	3,007	1,090
Austria . . . . .	11,133	11,250
Czechoslovakia . . . . .	4,705	9,905
United States . . . . .	67,427	51,639
Other foreign countries . . . . .	14,394	23,970
Total from foreign countries . . . . .	314,914	304,029
Hongkong . . . . .	583	2,822
Canada . . . . .	9,823	4,905
Other British countries . . . . .	2,102	961
Total from British countries . . . . .	12,508	8,688
Total . . . . .	£327,422	£312,717

*Leather Gloves.*—Canadian trade with the United Kingdom has been almost entirely confined to the sale of workmen's and motoring leather gloves and gauntlets of horsehide or similar material. The United States is the chief competitor, and while statistics listed below for 1930 and 1931 show heavy imports from the Continent, these figures are for fine leather gloves and dress gloves of various descriptions. The recent duties have greatly altered the situation. In the past year the demand for Canadian gloves has, if anything, increased, and in the fine section of the trade, home manufacturers have made a successful advance.



Gloves made in whole or in part of Leather or of Fur, and Leather or Fur cut out ready for sewing into Gloves but not including Gloves known as Astrakhan Gloves or Gloves in which Leather is used only as trimming or binding.

	1930		1931	
	Quantity Doz. Prs.	Value £	Quantity Doz. Prs.	Value £
Germany . . . . .	36,056	64,574	132,538	232,795
Belgium . . . . .	25,617	46,761	48,502	84,778
Luxembourg . . . . .	4,613	9,330	18,447	37,481
France . . . . .	51,023	126,474	127,585	306,995
Italy . . . . .	421,916	523,367	773,999	959,218
Czechoslovakia . . . . .	14,945	32,903	112,367	294,483
United States . . . . .	9,091	15,503	7,634	13,493
Other foreign countries . . . . .	697	1,527	5,055	9,603
Total from foreign countries	563,958	829,449	1,226,127	1,938,846
Canada . . . . .	7,008	9,430	18,761	29,368
Other British countries . . . . .	111	255	11,501	16,811
Total from British countries	7,119	9,685	30,262	46,179
Total . . . . .	571,077	839,134	1,256,389	1,985,025

*Acetic Acid.*—Apart from acetic acid, in which Canada is the principal source of importations, only small quantities of heavy chemicals are credited to the Dominion. Imports of acetic acid were as follows:

	1930		1931	
	Quantity Tons	Value £	Quantity Tons	Value £
Soviet Union (Russia) . . . . .	282	8,165	537	14,510
Germany . . . . .	2,357	79,359	760	24,630
Netherlands . . . . .	97	3,436	270	6,733
Belgium . . . . .	242	7,978	396	11,990
Austria . . . . .	141	4,850	45	1,409
Czechoslovakia . . . . .	....	....	....	....
Other foreign countries . . . . .	143	4,075	264	7,650
Total from foreign countries . . . . .	3,262	107,863	2,272	66,922
Total from British countries— (Canada) . . . . .	6,738	270,537	6,937	264,724
Total . . . . .	10,000	378,400	9,209	331,646

*Toilet Soap.*—A situation somewhat akin to that in the heavy chemical trade applies to toilet requisites. Only in toilet soaps is Canada the chief source of supply—44,552 cwts. in 1931—the highest figures over a period of years—out of a total importation of 66,603 cwts. In 1930 only 25,616 cwts. were imported from Canada.

*Patent Leather.*—The following table of the imports of patent leather shows that Canadian trade in this product in 1931 approximately doubled that of 1930; an all-round increase in shipments was characteristic of the whole leather trade.

	1930		1931	
	Quantity Sq. Ft.	Value £	Quantity Sq. Ft.	Value £
Germany . . . . .	1,491,061	82,869	2,780,408	131,534
Netherlands . . . . .	2,396,552	154,183	2,278,225	129,053
Belgium . . . . .	137,616	10,552	268,758	14,676
France . . . . .	82,687	5,099	348,870	12,710
United States . . . . .	9,434,139	492,757	14,651,648	665,202
Other foreign countries . . . . .	11,079	825	55,073	3,208
Total from foreign countries	13,553,134	746,285	20,382,982	956,383
Canada . . . . .	2,676,174	134,377	5,329,023	237,358
Other British countries . . . . .	10,887	431	1,668	99
Total from British countries	2,687,061	134,808	5,330,691	237,457
Total . . . . .	16,240,195	881,093	25,713,673	1,193,840

In dressed upper leathers, Canada occupied a relatively minor position, below that of continental sources of supply, shipping 670,338 square feet out of a total importation of 43,042,232 square feet. Canadian shipments, however, were much higher than in 1930, when they totalled 262,230 square feet; the total imports for that year were 39,316,426 square feet.

*Wallboard.*—Imports from the Dominion were much higher than in previous years, statistics being as follows:

	1930		1931	
	Quantity Cwts.	Value £	Quantity Cwts.	Value £
Sweden . . . . .	7,752	8,775	41,179	46,659
United States . . . . .	111,808	126,704	121,094	145,171
Other foreign countries . . . . .	1,674	1,977	22,716	20,355
Total from foreign countries . . . . .	121,234	137,456	184,989	212,185
Canada . . . . .	47,778	58,838	71,868	81,261
Other British countries . . . . .	49	103	.....	.....
Total from British countries . . . . .	47,827	58,941	71,868	81,261
<b>Total . . . . .</b>	<b>169,061</b>	<b>196,397</b>	<b>256,857</b>	<b>293,446</b>

**COMMERCIAL NOTES FROM NEW SOUTH WALES**

B. MILLIN, COMMERCIAL AGENT

**Trade Conditions at Sydney**

Sydney, October 13, 1932.—The spring season continues to be favourable for producing interests in the state. Up to about a month ago it looked as if a prolonged dry spell would play havoc with pastoral and agricultural products, but last month proved to be the wettest September for many years and excellent conditions now prevail.

Prices on the Stock Exchange recently took an upward turn, although there are still occasional relapses.

The building trade has improved and increased arrivals of timber at Sydney are noted. Owing to overbuilding, any large increase in building operations is not expected for some considerable time.

The price level of food materials has steadily decreased during the last five years, the fall in this state amounting to about 16 per cent.

General satisfaction has been expressed regarding the terms made—£97 10s. at 3½ per cent—for the conversion in London of the New South Wales loan of £12,360,000, maturing on November 1 next, and bearing interest at the rate of 5¾ per cent.

**Australian Canned Fruits**

The sixth annual report of the Canned Fruits Control Board shows that a steady development in the oversea trade in canned apricots, peaches, and pears has taken place during the fiscal year ended June 30 last.

Production during the 1932 season totalled 1,154,063 cases, which although it exceeded the 1931 pack of 878,000 cases, fell considerably below the total of 1,784,935 cases processed in 1930. Light crops of peaches and apricots were produced last season owing to heavy frosts and unfavourable weather conditions early in the season, but the pear pack (439,956 cases) was the heaviest yet recorded.

The movement of canned apricots, peaches, and pears from packers into first hands in Australia declined from 1,010,030 cases in 1929 to 624,130 cases in 1931, but this drop in consumption is mainly attributed to the reduced purchasing power of the public.

Despite the contraction of business on the domestic market, the development of the export trade in canned fruits relieved the market of all surplus stocks, and canners entered the 1932 processing season with very little in reserve. The prospects are that canners generally will be in the same situation at the end of the current season. Although it is yet too early to estimate the crop prospects, climatic conditions have been so favourable that a considerable increase in the yield appears to be certain.



### Honey Marketing in New South Wales

Early in 1929 the New South Wales Honey Marketing Board was constituted by legislation, after a vote of the bee farmers had been taken on the subject. Recently, after prolonged discussion and an agitation for its abolition as an unsatisfactory experiment, a fresh vote was taken and the scheme for the blending, standardization, and organized marketing of honey by means of a pool was abolished.

### Australian Timber for Ships' Lifeboats

Boats comprising part of a ship's statutory life-saving equipment are required to be built in accordance with specifications laid down by the British Board of Trade. Certain parts of these boats such as timbers, knees, etc., were until recently required to be built of oak, ash, hickory, or elm. Advances just received state that these requirements have been amended so that Australian spotted gum may be used. This timber, botanically known as *Eucalyptus maculata*, has been used for many years by Australian boatbuilders. It is one of the most used of Australian hardwoods, possessing great strength and bending easily without cracking after it is steamed. It is extensively used for general building purposes and for pick and axe handles.

### Tallow Exports to Canada

A shipment of 600 tons of tallow from Sydney and Melbourne is going forward presently by the *Canadian Challenger* to Saint John, and a further shipment of 200 tons is being despatched at an early date. These shipments are for the soap trade and are the largest that have taken place for some time. At the sales this week a weaker market was met with for all grades, and prices may now be quoted as under:—

	Per Ton of 2,240 Lbs.	
	£	s.
Prime tallow . . . . .	23	5 to 24 0
Good tallow . . . . .	21	10 to 22 10
Fair to good . . . . .	19	10 to 20 10
Medium . . . . .	17	10 to 18 10

### Season's Wheat Prospects in New South Wales

A complete transformation has taken place in connection with the state's wheat crops during the last month. Prior to that the prospects looked very bad on account of the dry conditions generally prevailing, but the advent of steady and persistent rains has completely changed the aspect, so much so in some districts that crop yields above the average seem assured.

### First Shipment of Roumanian Petrol Arrives at Sydney

With 2,000,000 gallons of petrol on board, the Dutch tanker *Woensdrecht* arrived at Sydney this week from Constanza direct. This is the first shipment to arrive here of Roumanian petrol, and it will be retailed at 1s. 9d. per imperial gallon. The quality of the new petrol is stated to be domestic aviation quality, equal to the highest grade of any petrol at present consumed in Australia. The highest grade petrol is at present retailed at Sydney for 2s. per imperial gallon. The petrol is pumped from Policicri, Roumania, to the port of Constanza, on the Black Sea, and it is stated that over 50 per cent of the capital of the company owning the wells is British. The *Woensdrecht* will probably make three or four trips to Australia each year.

## Whaling in the Antarctic

A fleet of 129 vessels, of which 17 are "mother ships" and 112 whale chasers or harpoon-gun steamers, has gone from Norway to South Georgia. Seaplanes will be used to "spot" the whales; the vessels carry wireless. The headquarters of this whaling fleet will be Grytviken, on the island of South Georgia, a dependency of the Falkland Islands. So far as is known, there will not be any operations in Ross Sea this summer.

## THE CAYMAN ISLANDS

F. W. FRASER, CANADIAN TRADE COMMISSIONER

Kingston, Jamaica, November 4, 1932.—The Cayman Islands consist of three small islands in the Caribbean sea, lying northwest of Jamaica and about midway between the latter and the southwest coast of Cuba. Sixty miles of sea intervene between Grand Cayman, the largest of the group, and Little Cayman, the smallest, ten miles east of which is Cayman Brac, the second in point of size.

The islands were discovered by Columbus in May, 1503, but were not occupied by the Spaniards. Settlement flowed from Jamaica in the first half of the eighteenth century, and has from time to time been augmented by British seamen, wrecked either on the islands or on the neighbouring coast of Cuba. The estimated population at the end of 1930 was 5,987, of which 2,207 were white or nearly white, and 3,780 coloured and black. The islanders are renowned for sobriety, industry and general good behaviour. The climate is tropical and healthful. Politically, the Cayman group is a dependency of Jamaica, administered by a Commissioner responsible to the Governor of that colony.

### PUBLIC FINANCE

The public revenue for the year 1930 amounted to £6,466, and the expenditure to £6,628; customs duties (£4,472), post office (£955), and internal revenue (£644) being the principal heads under which collections were made. Sales of stamps to collectors realized £299 in 1930, as compared with an average of £1,430 during the previous five years. Public expenditure in the same year totalled £6,228. There is no public debt.

### EXPORTS

Exports of local products, which were mainly turtle and palm-straw rope (a spare-time industry of women and children) amounted in 1930 to £11,450, as compared with an average of £12,984 for the preceding five years. The green turtle fishery has a single market—that of Key West in Florida, where the catch is disposed of for but two-fifths of the price it realizes a week or ten days later in New York and the northern cities of the United States. Of the total exports in 1930, Jamaica took £5,940, the United States £4,050, the United Kingdom £522, and other foreign countries £938. A fair number of small wooden sailing vessels are built in the islands, and registered locally, but their value is not included in the export figures.

### IMPORTS

Imports in 1930—the latest available period of record—totalled £41,762, which was £940 more than the average imports for the preceding three years. Of this total, the United States is credited with £19,896, Jamaica with £11,608, and the United Kingdom with £4,418, parcels post (undifferentiated as to countries) with £4,191, other foreign countries with £1,399, and Canada with £250. It must, however, be borne in mind that most of the articles imported from



Jamaica were produced in the United Kingdom, the United States and other countries. Food, drink and tobacco accounted for £18,053 of the total, manufactured goods for £16,043, raw materials for £2,080, and miscellaneous for £5,586. The great excess of imports over exports is balanced by the remitted wages of seamen in every part of the world, by the earnings of vessels owned in the dependency but not worked in the turtle fishery, and by remittances made by residents in the United States and Central America to their dependents in the Cayman Islands.

#### BANKING

There are no commercial banks in the Cayman Islands. Remittances are made from abroad by drafts on American banks and on branches of banks established in Jamaica; these drafts are accepted by the shops and are used by them to purchase stocks of goods abroad. There is, however, a post office money-order system, used to a fair extent, and a government savings bank, carrying small deposits. Sterling is the monetary unit used.

#### COMMUNICATIONS

Apart from schooners trading with the neighbouring islands, the Central American coasts and the Southern United States ports, communication with the outside world is provided by a motor vessel which makes about fifteen voyages per annum to and from Jamaica and to and from a United States Gulf port. This vessel carries mails, passengers and freight. Foreign mails are received through Jamaica and the Isle of Pines, Cuba; all out-going vessels, for whatever port bound, carry mails. Tri-weekly mail services are maintained between the settlements on each island, and there is frequent and regular communication between the islands. Georgetown, the capital of the dependency, situated on Grand Cayman, is connected with the more important settlements by telephone. There is no cable or wireless communication with the outside world. Georgetown is a port of registry for shipping.

#### CUSTOMS TARIFF

Malt and spirituous liquors, non-potable spirits, wines and cordials, tobacco, leaf and plug, and cigarettes, are subject to specific rates of duty. On all other articles the import duty is  $12\frac{1}{2}$  per cent ad valorem.

There is no preference on Empire goods.

#### BUSINESS OPPORTUNITIES

Although the volume of trade available is not great, it would nevertheless seem worthy of attention by Canadian exporters. A large firm of importers in Georgetown, Grand Cayman, would like to get in touch with Canadian shippers of foodstuffs, clothing, hardware and, generally, all kinds of goods in common use. In a small community such as that of the Cayman Islands, the import trade is not differentiated, as in larger countries. The name and address of this inquirer may be obtained on application to the Department of Trade and Commerce, quoting file No. T.C.-13-114.

### CHINA'S FOREIGN TRADE

Figures just published by the Chinese Maritime Customs show that China was one of the few countries which exported more in 1931 than in 1930. The increase was only 2 per cent, but the fact is more significant than at first sight appears; in the first place because the increase occurred notwithstanding a world-wide fall in the prices of the goods sold, in the second because China's export of manufactured goods increased in value by 20 per cent. That relatively greater progress must have been made in the domestic sale of native manufactures, particularly cotton goods, is indicated by a big decrease in the gold value of those imported from abroad.

## NORWEGIAN AGRICULTURE, COMMERCE, AND INDUSTRY

SHIRLEY G. MACDONALD, ASSISTANT TRADE COMMISSIONER

[One hectolitre equals 22 gallons; one kilogram equals 2.2 pounds]

### AGRICULTURE

Oslo, October 27, 1932.—*Grain, Field Crops, and Fruit.*—According to the report of the Director of Agriculture the year must, as a whole, be considered as one of the best on record. Grains have been particularly good in quality, while the yield has been greater than average. Hay, on the other hand, has yielded slightly less than average. Potatoes indicate a 6 per cent increase over average, and the quality has been very good. The fruit crop (apples, plums, and berries) shows a better yield than last year and is above the average.

*Fur Farming.*—Although experiencing great difficulties during the past two years, the prospects for silver fox farmers this fall appear to be considerably better than for some time back. The industry has gradually been placing itself upon a stable basis, and a change over from the raising of breeding stock to stock for pelting has been nearly completed. Fur markets have hardened abroad; prices obtained in London have increased by about 35 per cent, which is the approximate amount that sterling is below gold. The Norwegian fur farmers are obtaining most of this advantage, owing to the proximity of the crown to the shilling, while at the same time the cost of production has not materially increased. These increased prices have been of great assistance, as many of the fur farmers were fast approaching bankruptcy. A number of fur exhibitions and auctions are being held in several of the smaller centres in the western part of Norway, and the industry is meeting with an excellent demand for pelts far beyond all expectations earlier in the year.

### FISHERIES

The winter herring fisheries came to a close at the end of March with a much increased catch over the previous year, but considerably lower than that of 1930. The totals for the three years were: 1932, 3,400,000 hectolitres (large herrings and spring herrings); 1931, 2,957,430 hectolitres; and 1930, 4,165,780 hectolitres. The final estimates of the spring cod fisheries in Finmark issued in July forecast an increase of one-third over the previous year, but a lower figure than for 1930 and the average for the six years' period 1924 to 1930. The brisling (sardine) fisheries have been dull, and the quality of the second catch in July and August was lower than usual. The mackerel fisheries have been somewhat hampered by weather conditions in July and August, but were more satisfactory in September.

The situation within the industry is for the most part unchanged from last year, but the condition of the export market is such that it is becoming continually necessary to curtail production. The many contingency systems that are in force, exchange restrictions, and new tariffs in a number of countries, have severely affected the industry. Government action has recently been instituted in connection with the klipfish industry with the ultimate object of curtailing production. In September the Norwegian Government concluded a treaty with Iceland, which is designed to assist Norwegian fishermen operating off the Icelandic coast.

### SHIPPING

The Norwegian shipping industry has for the past two years been suffering severely. The merchant fleet engaged in foreign trade in August, 1931, consisted of 1,136 ships totalling 3,505,645 gross tons, and the tanker fleet registered



1,281,874 gross tons. There has been little change in the aggregate since that time, and there has been slight improvement in the laid-up tonnage which as of October 1, 1932, aggregated 1,311,267 dw. tons, made up of 263 vessels, of which 52 were tankers aggregating 490,995 dw. tons. As at June 1—a period of the year in which shipping is usually fairly active—the laid-up vessels totalled 309, aggregating 1,300,000 dw. tons, to which must be added that of the 44 laid-up tankers (410,000 dw. tons).

Throughout the past winter and early spring months the situation, which had been considered very severe indeed at the close of the summer of 1931, continued to grow steadily worse. Norwegian shipping is probably at its lowest ebb over the past fifty years. Many palliatives have been attempted by shipowners such as keeping ships in operation owing to it being cheaper to operate than to lay up, attempts to co-operate with pulp and paper producers and exporters, and with the tanker group of shipowners. Generally speaking, it may be said that the past year has been characterized by a determined effort on the part of shipowners to keep the industry going.

#### WHALING

The whaling industry, which was tied up in 1931 as a result of overproduction in the previous year, has been confronted with a situation this present year which has proven almost as serious. The condition of the whale oil market has been such that it has been necessary for those whaling fleets, which are going out this year, to postpone their sailings for the Antarctic and to agree upon curtailed production, the whole of which is to be divided among the members of the Whalers' Association in proportion to the average of each company's output in the 1930-31 season and the capacity of its whaling factories. A year ago many of the whaling companies declared their usual annual dividend, but (through suspension of operations this last year and low prices for their previous surplus) they have this year been obliged to pass dividends and in some cases to face a deficit. It is felt generally, however, that, with the decreased production of whale oil this season by both Norwegian and foreign whaling companies, market conditions will be more normal and a profit will be shown in the balance sheets next year.

A reported new process for refining whale oil has resulted in a hardening of the market for whaling companies' shares.

#### TOURIST TRADE

The proximity of Norway to Continental Europe, as well as to Great Britain, has resulted in a fair tourist trade over many years. During the past few seasons, however, there has been a marked reduction with its attendant losses. The program this year, instituted mainly by British shipping companies, has proven of great benefit to this country. No fewer than forty ships of liner class have called in to Norwegian ports, including the Canadian Pacific *Empress of Australia* of 22,000 tons net, the largest passenger ship that ever docked in Norwegian ports. In addition, large numbers of tourists have arrived overland from Germany and other Continental countries, bringing the total number arriving to almost double that of last year.

#### INDUSTRY

*Pulp, Paper, Chemical, etc.*—The six months' close-down in the pulp, paper, chemical and allied industries, which affected Norwegian industry in 1931, does not allow for a proper comparison with this present year. Suffice it to say that the industries have been severely hit and a number have been forced to

close down, while all are working under considerable curtailed production. Efforts have been made to effect a decreased production program in the paper industry, and the agreement in effect has been prolonged until August 15, 1933. Efforts were also directed by various Scandinavian and Baltic countries in the sulphite pulp industry towards stabilization by fixing export quotas, but these, together with attempts in the curtailment of newsprint production, have failed owing to a lack of unanimity. The matter will be again taken up at the beginning of the new year.

Some of the industries in which the curtailment of operations or the closing down of factories are reported are: milk-condensing, glass works, various concerns within the pulp and paper industries, ferro-alloy plants, shipbuilding yards, planing factories, and textile mills. On the other hand, operations have been resumed in the carbide industry, while a new filament lamp factory has begun operations with a projected yearly output of 500,000 lamps.

*Canning.*—The canning factories early in July reported exports of 14,021,865 kilos of canned goods as against 13,145,310 kilos in the previous year. The brisling factories were large producers in the early part of the season, but during the past three months the output has been small, and prices weak. Exports earlier in the summer were good, based mainly on the anticipation of higher tariffs being imposed in markets abroad.

#### LABOUR

The period under review has been characterized by quietness in the labour market. The number of unemployed reached its maximum in March with 38,356 registered unemployed, since which time owing to seasonal conditions it declined steadily until July (25,750), but again took a sharp upward turn and in September totalled 30,963, and it is likely to reach a much higher point during this present winter than has been previously experienced in some considerable time.

Since early in the year the building trades have been kept exceptionally busy, particularly in Oslo, where a large number of office buildings, apartment houses, and residences have been put under construction. Part of this activity can be attributed to the shut-down of all construction work for practically the entire building period in 1931 on account of labour difficulties, but lessened costs of construction are another factor in the situation. Much of the housing shortage, which has been acute in Oslo for many years, has been met as a result of the 1932 building operations.

#### TRADE TREATIES

During the present year Norway and Finland entered into a trade treaty granting "most favoured nation treatment" to each other, while in September a treaty with Iceland was signed intended to assist the Norwegian fisheries by virtue of rights being granted to Norwegian fishermen operating off Iceland; in return Iceland received a more favourable tariff on mutton entering Norway.

The Imperial Economic Conference in Ottawa has been watched with great interest in view of the place this country holds in the British market as a source of supply for pulp and paper, fish, and cod liver oil. Except in the case of the preference granted to Newfoundland in the latter commodity—which is viewed with some alarm—no curtailment of Norwegian trade with Great Britain in other commodities is anticipated as a result of the Ottawa agreements.



## SUMMARY

The past nine months has been a period of great financial and industrial difficulty, while importers and exporters alike have suffered severely as a result of restricting markets at home and abroad. The country apart from the main ports and business centres, however, has not felt relatively so seriously the present economic stringency, as the people are in the main small farmers who have from time immemorial depended entirely upon their own produce for a livelihood and have not been concerned greatly with the fluctuations of the money market, price levels, and customs and import barriers. Resultingly it is practically only the city dwellers who have been affected by the economic crisis, and on them it has pressed heavily. Prospects for the future are not bright as liquidation in industry and in commerce continues, while the important industries of pulp and paper, shipping, and fishing are operating under the greatest difficulties.

**CONDITIONS IN THE MANCHURIAN FLOUR MARKET**

PAUL SYKES, CANADIAN TRADE COMMISSIONER

Dairen, October 28, 1932.—It is fairly common knowledge that the Manchurian market for Canadian, Australian, and United States flour has lost much of the importance which it enjoyed five years ago. At that time flour imports, apart from the products of Chinese and Japanese mills, amounted in value to several million dollars a year. In 1931 imports into the whole of Manchuria were valued at G\$5,762,393, the trade being made up of the following items: China, G\$3,072,849; Japan, G\$1,698,599; United States, G\$826,729; Canada, G\$24,034; Australia, G\$9,870; other countries, G\$129,312.

The important position of China as a supplier of wheat flour to this market in 1931 was a result of heavy production by Shanghai mills and the sale of a low-quality product at prices much below those of standard grades. China's tenancy of the first rank among shippers to the Manchurian market, however, was destined to be of short duration. During the past year the local flour trade has been fairly consistently maintained, but China has ceded to Japan her position as principal supplier. Among several causes for this alteration, the political situation and the depreciation of yen currency has been most important. With the establishment of a new government in Manchuria and its having taken over the Customs, Chinese flour is now dutiable at the same rate as if it were of foreign origin, whereas formerly it entered the country free of duty. The Japanese product, hitherto high-priced in terms of silver, now costs very little, if any, more than competitive Chinese lines, the gold yen and the silver dollar being of approximately equal value.

This combination of circumstances has led to the following composition of the flour trade into the Kwantung Leased Territory for the first nine months of the current year: Japan, G\$1,800,000; China, G\$350,000; Australia, G\$90,000; United States, G\$50,000; Canada, G\$10,000; other, G\$10,000. These figures, although not indicative of the situation throughout the whole country, may be accepted as closely representative of it. Japan's superior position is obvious from these figures, while it is of interest also to note the substantial quantity of Australian imports—a result of depreciation in that country's currency. Imports from Canada and the United States have been extremely small, price competition having made ordinary business unworkable.

Partial crop failures in several districts of North Manchuria gave rise some weeks ago to the anticipation that the winter season would see increased purchases of wheat and flour. The latest crop reports, however, indicate the prob-

ability of the wheat harvest proving to be 75 per cent of its normal volume, and of other cereal production being only slightly below average. Should these estimates prove to be correct, the anticipated increase in demand for flour will fail to materialize and the season's trade will presumably be of no more than usual proportions. It will also, in all likelihood, prove to be largely of Japanese origin, milling costs in that country now being farther than ever below those of Canadian flour producers.

## JAPAN'S FOREIGN TRADE, JANUARY TO SEPTEMBER, 1932

A. KEITH DOULL, ASSISTANT TRADE COMMISSIONER

[One yen equals 0.4985 Canadian dollar at par; present value 0.2352 dollar]

Tokyo, October 24, 1932.—Japan's total foreign trade for the nine months ended September, 1932, was valued at 1,991,771,652 yen as compared with 1,854,927,174 yen for the corresponding period of 1931. Exports were valued at 937,964,761 yen as compared with 889,279,344 yen for the same months of 1931—an increase of 48,685,417 yen; and imports were valued at 1,053,806,891 yen as compared with 965,647,830 yen—an increase of 88,159,061 yen. Japan has thus an unfavourable balance of trade for the period under review of 115,842,130 yen as compared with an excess of imports amounting to 76,368,486 yen in the 1931 period.

### EXPORTS

Exports for the period show an increase in yen value, but it must be borne in mind that the average purchasing value of the yen for the period under review has been little better than half of its par value which was maintained for the same period of 1931. From the gold basis point of view, exports show a considerable decrease.

Exports to Asiatic countries were valued at 454,230,143 yen as compared with 415,385,809 yen in the 1931 period, an increase of 38,844,334 yen (British India, 137,407,616 yen; China proper, 107,455,178 yen; Kwantung Province, 82,473,558 yen; and Netherlands India, 58,502,723 yen). Exports to European countries were valued at 86,010,345 yen as compared with 78,559,096 yen, an increase of 7,451,249 yen (Great Britain, 40,854,718 yen; France, 16,274,377 yen; Holland, 8,129,761 yen; and Germany, 6,072,365 yen).

Exports to North America were valued at 296,907,058 yen as compared with 318,340,719 yen in the 1931 period, a decrease of 21,433,661 yen. Shipments to the United States were valued at 290,321,795 yen as compared with 307,717,316 yen, a decrease of 17,395,521 yen; and to Canada at 6,337,056 yen as compared with 10,306,637 yen in the 1931 period—a decrease of 3,969,581 yen. Exports to Central American countries were valued at 3,155,147 yen as compared with 2,584,380 yen, an increase of 570,767 yen (Cuba, 779,690 yen; Mexico, 385,802 yen; Panama Canal Zone, 316,638 yen). Exports to South American countries were valued at 8,333,834 yen as compared with 8,469,378 yen, a decrease of 135,544 yen (Argentina, 4,571,534 yen; Brazil, 1,009,704 yen; Peru, 566,295 yen; and Uruguay, 308,926 yen.)

Exports to African countries were valued at 56,109,701 yen as compared with 46,415,469 yen, an increase of 9,694,232 yen (Egypt, 23,567,682 yen; Cape Colony and Natal, 10,106,121 yen; and East Africa, 9,997,417 yen). Exports to Oceanic countries were valued at 31,790,590 yen as compared with 19,524,493 yen, an increase of 12,266,097 yen (Australia, 25,027,138 yen; Hawaii, 4,164,738 yen; and New Zealand, 2,114,602 yen).



## EXPORTS BY COMMODITIES

Japan's chief export, as always, was raw silk. Exports of raw silk amounted to 52,097,466 pounds valued at 246,275,623 yen for the period under review as compared with 51,322,800 pounds valued at 252,758,998 yen in the 1931 period, an increase in quantity but a decrease in value (United States, 229,180,062 yen; France, 6,451,289 yen; Great Britain, 6,009,680 yen; Australia, 2,255,496 yen; and Canada, 920,537 yen.) Exports of cotton tissues amounted to 1,418,985,000 yards valued at 191,709,479 yen as compared with 1,109,632,000 yards valued at 162,018,073 yen, an increase in quantity and value (British India, 59,069,335 yen; Netherlands India, 30,209,116 yen; China, 27,558,541 yen; and Egypt, 16,302,597 yen). Exports of silk tissues were valued at 78,921,540 yen as compared with 65,949,775 yen in the 1931 period, an increase of 12,971,765 yen (British India, 23,912,323 yen; Australia, 12,000,899 yen; Netherlands India, 9,011,345 yen; and Egypt, 8,551,244 yen). Exports of knitted goods were valued at 17,641,018 yen as compared with 16,701,573 yen, an increase of 939,445 yen (British India, 4,928,332 yen). Exports of pottery were valued at 14,783,748 yen as compared with 15,363,075 yen, a decrease of 579,327 yen (United States, 4,501,743 yen; British India, 2,564,375 yen; Netherlands India, 1,416,399 yen; and Canada, 1,042,860 yen). Exports of toys were valued at 9,381,295 yen as compared with 7,671,558 yen in the 1931 period, an increase of 1,709,737 yen (United States, 3,162,649 yen; Great Britain, 1,602,084 yen; British India, 987,024 yen; and Australia, 563,648 yen).

The following other products were exported to a value exceeding 5,000,000 yen: wheat flour, chiefly to China; refined sugar, chiefly to China; tea, chiefly to the United States; comestibles in tins and bottles, chiefly to the United States and Great Britain; cotton yarns, chiefly to British India; hats and caps, chiefly to the United States; paper, chiefly to China; coal, chiefly to Hongkong; cement, chiefly to Dutch India and Hongkong; glass and its manufactures, chiefly to British India; machinery, chiefly to China; lumber, chiefly to Great Britain, China, and British India; lamps, chiefly to the United States.

## IMPORTS

Imports for the period under review were valued at 1,053,806,891 yen, an increase of 88,159,061 yen compared to the same period of 1931. When it is remembered, however, that the value of the yen for the period under review has been just about half the value of the yen in the 1931 nine-month period, from a dollar point of view imports have greatly decreased. Imports from Asiatic countries were valued at 319,296,100 yen as compared with 401,295,210 yen in the 1931 period, a decrease of 81,999,110 yen (British India, 84,428,010 yen; China proper, 71,101,597 yen; and Kwantung Province, 69,578,599 yen). Imports from European countries were valued at 168,153,319 yen as compared with 153,623,400 yen in last year's nine-month period, an increase of 14,529,918 yen (Great Britain, 59,823,720 yen; Germany, 55,527,881 yen; and in amounts of less than 600,000 yen from all other European countries). Imports from North America were valued at 423,591,379 yen as compared with 281,901,064 yen in the 1931 period—an increase of 141,690,315 yen (United States, 393,258,343 yen; Canada, 30,313,169 yen). Imports from Central America amounted to 621,447 yen in value as compared with 114,767 yen in the 1931 period, an increase of 506,680 yen (Mexico, 312,755 yen). Imports from South America were valued at 3,872,396 yen as compared with 5,778,939 yen, a decrease of 1,906,543 yen (Argentina, 2,277,915 yen). Imports from African countries were valued at 18,479,252 yen as compared with 14,834,398 yen, an increase of 3,644,854 yen. Imports from Oceanic countries were valued at 97,895,174 yen as compared with 92,983,848 yen, an increase of 4,911,326 yen (Australia, 93,759,389 yen; New Zealand, 1,371,845 yen).

## CHIEF IMPORT COMMODITIES

Japan's chief import in point of value was raw cotton. Imports of cotton for the period under review amounted to 1,376,974,533 pounds valued at 333,-484,215 yen as compared with 1,156,383,466 pounds valued at 237,062,643 yen, an increase in both quantity and value (United States, 1,020,503,733 pounds valued at 248,011,928 yen). Imports of sheep's wool amounted to 146,697,000 pounds valued at 58,215,884 yen as compared with 141,982,133 pounds valued at 67,285,868 yen, an increase in quantity although a decrease in value (Australia, 141,243,866 pounds valued at 55,266,379 yen). Imports of wheat amounted to 23,060,797 bushels valued at 38,597,382 yen as compared with 21,747,106 bushels valued at 27,152,914 yen in the 1931 period, an increase in quantity and value (Australia, 19,045,302 bushels valued at 31,154,217 yen; Canada, 3,611,286 bushels valued at 6,765,401 yen; United States, 677,404 yen). The following other products were imported in values exceeding 20,000,000 yen: mineral oil, chiefly from the United States and Netherlands India; iron and steel, chiefly from Great Britain, Germany, and the United States; machinery and parts, chiefly from the United States, Great Britain, and Germany; lumber, chiefly from the United States, Canada, and Asiatic Russia; oilcake, chiefly from China and Asiatic Russia. The following products were imported at values exceeding 5,000,000 yen and less than 20,000,000 yen: rice and paddy, chiefly from Siam; beans, chiefly from China; hides and skins, chiefly from the United States and China; rubber, chiefly from the Straits Settlements and Netherlands India; caustic soda, chiefly from Great Britain and African countries; sulphate of ammonia, chiefly from Germany and Great Britain; synthetic colours, chiefly from Germany and Switzerland; woollen tissues, chiefly from Great Britain and Germany; pulp for paper making, chiefly from Norway, the United States, and Canada; printing paper, chiefly from Canada; lead, chiefly from Canada; automobiles and parts, chiefly from the United States.

## JAPAN'S TRADE WITH CANADA

Japan's total trade with Canada for the nine months ended September, 1932, was valued at 36,650,225 yen as compared with 35,720,454 yen for the same months of 1931, an increase of 929,771 yen. Exports to Canada were valued at 6,337,056 yen as compared with 10,306,637 yen, a decrease of 3,969,581 yen; imports from Canada were valued at 30,313,169 yen as compared with 25,413,817 yen, an increase of 4,899,352 yen. Japan has thus an unfavourable balance of trade with Canada for the period under review amounting to 23,976,113 yen.

Chief among Japan's exports to Canada to show declines for the period under review as compared with 1931 period were: raw silk valued at 920,537 yen as compared with 1,970,735 yen, a decrease of 1,050,198 yen; and silk tissues valued at 474,611 yen as compared with 3,159,669 yen, a decrease of 2,685,058 yen. The following products were exported to Canada in greater values during the period under review than in the same period of last year: menthol crystal, potteries, brushes, and toys.

The increase in imports from Canada may be accounted for chiefly by the depreciated value of the yen, but also by increased purchases of the following products: newsprint amounting to 20,883 short tons valued at 2,636,708 yen during the period under review as compared with 6,496 short tons valued at 674,151 yen in the 1931 period, an increase in both quantity and value; 8,694 short tons of zinc valued at 1,655,989 yen as compared with 7,371 short tons valued at 1,086,948 yen; lumber valued at 5,681,551 yen as compared with 5,332,396 yen; machinery valued at 217,293 yen as compared with 144,309 yen; and automobiles and parts valued at 36,247 yen as compared with 8,843 yen.



Imports of wheat from Canada show a large decline in quantity although a slight increase in value due to the fall in the yen-Canadian dollar rate. Due to better exchange rates in Australia, that country increased her exports of wheat to Japan during the period, shipments amounting to 19,045,302 bushels valued at 31,154,217 yen. Imports of wheat from Canada amounted to 3,611,286 bushels valued at 6,765,401 yen and those from the United States at 404,104 bushels valued at 677,404 yen. Imports of pulp for paper making from Canada also show a decline, these amounting to 26,301 short tons valued at 2,677,355 yen as compared with 40,065 short tons valued at 3,789,171 yen in the 1931 period. Imports of pulp from Canada were, however, larger in quantity than from any other country, although shipments from Norway and the United States were slightly higher in value. The Dominion is by far the largest supplier of newsprint paper to the Japanese market, imports of this product from Canada being over 50 per cent of the total. Canada is also the largest supplier of lead to Japan, and although the quantity credited to Canada was slightly reduced, the value remained about the same as for the corresponding period of last year. Imports of lumber from the Dominion increased slightly in value; there were slight decreases in shipments from the United States and Russia.

## SUMMARY OF JAPAN'S FOREIGN TRADE

The following is a summary of Japan's foreign trade for the nine months ended September, 1931 and 1932:—

	1931 Yen	1932 Yen
Exports . . . . .	889,279,344	937,964,761
Imports . . . . .	965,647,830	1,053,806,891
Total trade . . . . .	1,854,927,174	1,991,771,652
Excess of imports . . . . .	76,368,486	115,842,130

*Principal Exports*

	January to September		Increase or Decrease
	1932 Yen	1931 Yen	
Raw silk . . . . .	246,275,623	252,758,998	—
Silk tissues . . . . .	78,921,540	65,949,775	+
Cotton tissues . . . . .	191,709,479	162,018,073	+
Wheat flour . . . . .	12,864,050	8,296,646	+
Tea . . . . .	5,572,586	6,409,397	—
Comestibles . . . . .	16,999,588	15,467,597	+
Cotton yarns . . . . .	16,112,853	5,863,386	+
Knitted goods . . . . .	17,641,018	16,701,573	+
Hats and caps . . . . .	5,406,289	7,854,597	—
Buttons . . . . .	4,093,070	3,721,849	+
Paper . . . . .	9,484,219	17,726,685	—
Cement . . . . .	5,570,913	7,325,665	—
Potteries . . . . .	14,783,748	15,363,075	—
Lamps and parts . . . . .	8,177,985	5,802,747	+
Toys . . . . .	9,381,295	7,671,558	+

*Principal Imports*

	January to September		Increase or Decrease
	1932 Yen	1931 Yen	
Raw cotton . . . . .	333,484,215	237,062,643	+
Sheep's wool . . . . .	58,215,884	67,285,868	—
Machinery . . . . .	40,277,036	36,987,070	+
Iron and steel . . . . .	39,929,486	26,619,079	+
Wheat . . . . .	38,597,382	27,152,914	+
Pulp for paper-making . . . . .	11,776,384	9,290,673	+
Aluminium . . . . .	4,529,610	1,504,001	+
Lead . . . . .	7,608,556	6,081,917	+
Automobile parts . . . . .	11,853,568	12,579,342	—
Lumber . . . . .	25,529,159	32,669,295	—
Oil cake . . . . .	29,380,303	38,494,845	—
Hides and skins . . . . .	5,395,770	5,414,458	—
Leather . . . . .	2,781,325	3,389,616	—
Rubber . . . . .	10,382,885	10,193,489	+
Sulphate of ammonia . . . . .	7,025,806	10,896,222	—

## SUMMARY OF JAPAN'S TRADE WITH CANADA

The following is a summary of Japan's trade with Canada for the nine months ended September, 1931 and 1932:—

	1932 Yen	1931 Yen
Exports . . . . .	6,337,056	10,306,637
Imports . . . . .	30,313,169	25,413,817
Total trade . . . . .	36,650,225	35,720,454
Excess of imports . . . . .	23,976,103	15,107,180

*Principal Exports to Canada*

	1932 Yen	1931 Yen	Increase or Decrease
Potteries . . . . .	1,042,860	893,763	+
Raw silk . . . . .	920,537	1,970,735	—
Tea . . . . .	584,462	604,771	—
Silk tissues . . . . .	474,611	3,159,669	—
Buttons . . . . .	112,041	135,965	—
Brushes . . . . .	119,684	114,091	+
Toys . . . . .	426,437	344,745	+
Menthol crystals . . . . .	69,409	33,651	+
Lamps and parts . . . . .	127,031	50,353	+

*Principal Imports from Canada*

	1932 Yen	1931 Yen	Increase or Decrease
Wheat . . . . .	6,765,401	6,325,114	+
Paper pulp . . . . .	2,677,355	3,789,171	—
Newsprint . . . . .	2,636,708	674,151	+
Lead . . . . .	3,063,065	3,174,166	—
Zinc . . . . .	1,655,989	1,086,948	+
Machinery . . . . .	217,293	144,309	+
Lumber . . . . .	5,681,551	5,332,396	+

**MARKET IN JAPAN FOR AUTOMATIC OIL BURNERS**

P. V. McLANE, ASSISTANT TRADE COMMISSIONER

Kobe, October 27, 1932.—Previous to 1927 few automatic oil burners were in use in Japan. Since that time sales have been handicapped due to the relatively high price of fuel oil and low wages for attendants of coal burners. Furthermore, sales have been confined to the larger cities, and the depressed conditions in trade and industry have resulted in owners of office buildings and factories deferring purchases of automatic burners. Since the decline in the value of the yen, prices of imported burners have greatly increased, and the majority of automatic burners recently installed have been of domestic manufacture, Japanese production having shown considerable development during the past two years.

There are no statistics available of imports into Japan of automatic oil burners, five makes of which are represented in this market, namely, the "Oil-O-Matic," the "May," the "Ray," the "Johnson," and the "Sphinx." Prices vary according to make and to the radiation capacity of the different burners. Those with a capacity of 5,000 square feet of radiation are quoted at from 1,500 to 1,600 yen; domestic makes of the same capacity sell for less than half these prices. Owing to the inferior quality of the domestic burners and the fact that steam and compressed air are required for their operation, it is anticipated that in the event of new office buildings being constructed a market will be created for imported automatic oil burners.



## COAL STOKERS

In competition with the automatic oil burner, there is a developing demand for automatic coal stokers. While stokers of domestic manufacture are poorly finished and of inferior quality, they have the advantage of being low in price, being quoted at from 500 to 800 yen. Inquiries have been received for a Canadian source of supply of automatic coal stokers. Interested firms are requested to forward full particulars of their products to this office.

## POINTS FOR EXPORTERS TO THE REPUBLIC OF COLOMBIA

JAMES A. STRONG, CANADIAN TRADE COMMISSIONER

Panama, November 6, 1932.—Colombia occupies third position in population amongst the South American republics. It covers a large area adjoining the Isthmus of Panama and has a coastline on the Pacific Ocean extending south from Panama some 475 miles to Ecuador and 640 miles on the Caribbean to the Venezuelan border.

## TOPOGRAPHY AND CLIMATE

The country is in the main mountainous, three parallel ranges of the Andes traversing the republic from south to north. Hence, despite the fact that it lies within a few degrees of the Equator, there are wide variations in temperature, from intense tropical heat at sea level to a quite temperate climate at the higher altitudes in the fertile valleys of the interior where the more important cities are located and the principal crops are cultivated. Bogota, the capital and largest city of the republic, is almost 9,000 feet above sea level.

The Magdalena river, which empties into the Caribbean sea at Barranquilla, is the main artery of commerce and is navigable for nearly 1,000 miles into the interior.

## POPULATION AND LANGUAGE

The total population of Colombia is approximately 8,000,000, and is widely distributed throughout the republic. In the interior, where the principal cities are situated, approximately one-third of the population is pure Spanish, with the remainder a mixture of Spanish and Indian. In the coast cities there is a considerable mixture of Spanish, Negro, and Indian.

Spanish is the official language and should be used in correspondence.

## WEIGHTS AND MEASURES

The metric system is the legal standard. However, many Spanish units are commonly used; one carga equals 280 pounds; one arroba equals 25 pounds.

## BANKS AND CURRENCY

The monetary unit in Colombia is the gold peso; 5 pesos equals £1 sterling, 1 peso equals \$0.965 United States currency. There is a central bank, the Banco de la Republica. There are a number of foreign banks with branches in Colombia, including the Royal Bank of Canada with branches at Barranquilla, Medellin, Bogota, Manizales, Cali, and Cartagena.

## INDUSTRIES AND TRADE

Colombia is primarily an agricultural country, and the principal export commodity is coffee. Colombia ranks second to Brazil in quantity as a coffee-exporting country and the quality is high, being of the "mild type" and used mainly for blending purposes. Average annual exports of coffee over the past nine years were valued at \$68,000,000.



Prepared by Natural Resources Intelligence Service, Department of the Interior, Canada.



Cattle-raising is an important industry, providing domestic requirements in meats and forming the basis of the tanning and leather industry. Sole leather is not imported, but the finer grades of uppers are not made locally. Wheat and corn are the important cereal crops in the interior, and producers enjoy tariff protection. The flour-milling industry is well organized. Vegetables, including potatoes, are raised at the higher altitudes and all varieties of tropical and subtropical fruits are grown. Bananas are an important export commodity; production is centred at Santa Marta on the Caribbean coast and is controlled by an American corporation. The requirements in tobacco are manufactured from locally grown leaf, and the bulk of the cotton for the mills manufacturing the cheaper grades of textile goods is also raised locally. Sugar requirements are obtained from domestic sources.

Colombia is rich in oil resources, and petroleum should continue to increase in importance in the country's export trade. A company with Canadian affiliations is the sole producer. Gold production is increasing rapidly, the output being valued at \$17,000,000 in 1931. Platinum and emeralds are mined. The latter is a Government monopoly.

The lumber resources of the country have not been developed extensively due to lack of transportation facilities, but Colombia is not yet an important consumer of imported lumber, demand being confined to the coast cities.

#### COMMERCIAL DISTRICTS

Due to the extremely mountainous character of the country and the consequent difficulty experienced in effecting rapid and reasonably cheap transportation between the principal centres of population, Colombia must be considered by prospective exporters as being divided into four main commercial districts, which show marked differences as to character of the people and are widely separated. In addition, there are several smaller districts more or less independent commercially which deserve attention.

(1) *North Caribbean Coast District.*—This comprises the northern section of Colombia bordering on the Caribbean sea. The climate is tropical and but a small area is suitable for cultivation. The two principal cities are the ports of Cartagena and Barranquilla, with populations of 92,000 and 139,000 respectively. Ocean vessels do not actually go to Barranquilla, which is up the Magdalena river some 20 miles, but discharge at Puerto Colombia, and the merchandise is carried by rail to Barranquilla, where it is transferred to river steamers for shipment to the interior. Cartagena is connected with the Magdalena river by a canal, so that it is also a point for transshipment to the interior.

Cartagena and Barranquilla are primarily commercial cities, the income of the people being derived from the handling of import and export merchandise. There is an important flour-milling industry at Barranquilla and several textile mills, but few other manufacturing industries of importance. Cattle-raising and the cultivation of sugar for local consumption are the principal agricultural industries.

Santa Marta, also a seaport on the Caribbean, is important as the centre of the banana-growing industry controlled by the United Fruit Company. This district is more or less independent commercially.

(2) *Antioquia or Medellin District.*—The Department of Antioquia and adjacent districts is in the central part of Colombia. The greater part of this area, including the city of Medellin, the principal centre of population (120,000), and Manizales (80,000), is at around 3,000 to 4,000 feet above sea level. The valleys are fertile and almost any product suited to a temperate and subtropical climate may be grown. It is in this district that the bulk of the Colombian coffee, which comprises some 65 per cent of the country's exports, is grown.

Merchandise for Medellin and district enters at Puerto Colombia on the Caribbean and is carried by rail to Barranquilla, thence by river steamer up the Magdalena river to Puerto Berrio. Medellin is connected with Puerto Berrio by a railway.

(3) *Bogota District*.—Bogota, the capital and largest city in Colombia (population 235,000), is situated on an extensive plateau between 8,000 and 9,000 feet above sea level. The climate on this plateau is temperate, and wheat, corn, and potatoes are widely cultivated. The areas tributary to Bogota situated at lower altitudes produce coffee and all varieties of sub-tropical products.

Shipments consigned to Bogota enter at Puerto Colombia, as in the case of merchandise for Medellin. The distance of approximately 800 miles from the coast to the capital is covered by river steamer on the Magdalena river and rail with freight transshipments en route due to the condition of the river.

The most convenient route for the traveller to follow who wishes to visit Bogota only is to enter Colombia at the Pacific port of Buenaventura. The distance from the coast to Bogota may be covered in two days by rail and motor car. Bogota may be reached by air from Barranquilla in eight hours.

(4) *Cauca Valley District*.—The Cauca valley lies just beyond the Pacific Coast range of the Andes in southwestern Colombia, at an average elevation of 3,000 feet above sea level. The valley, approximately 150 kilometres in length, is very fertile, and is particularly suited to the cultivation of sugar, cotton, tobacco, and sub-tropical fruits. Coffee is grown on the uplands.

Cali, with a population of 120,000, is the principal commercial centre. It is connected by rail (150 kilometres) with the port of Buenaventura on the Pacific coast. The city of Papayan is also connected by rail with Cali.

#### AIR SERVICES

The difficulties in the way of providing adequate and rapid means of internal transportation in Colombia by water, rail, or road being very great, it has been an ideal field for the development of air services. These have been operating now more than ten years.

The air services available for carrying passengers and mail are as follows:—

(1) Panama or Kingston (Jamaica) to Barranquilla, twice weekly, and Barranquilla to Bogota daily except Mondays with transfer if required midway at Puerto Berrio for Medellin.

(2) Panama to Medellin direct twice weekly, and Medellin to Bogota via Puerto Berrio daily as above.

(3) Panama to Buenaventura via Pacific Coast service twice weekly and transfer at Buenaventura for Cali with service continuing to Bogota via Medellin.

The rates are very reasonable and, providing too much baggage is not carried (15 kilos free), it is more economical in time and money to travel by air than by other means.

#### REPRESENTATION

The fact that the main centres of population in Colombia are widely separated from each other, the necessary expense in time and money in travelling within the country being high even considering the distances to be covered, makes the question of representation very important. In addition, there are distinct differences in the character of the people and their requirements as between the tropical coast cities as Santa Marta, Barranquilla, or Cartagena and Medellin, Cali, or Bogota at the higher altitudes, where the climate is



more temperate. Even Bogota and Medellin have little in common other than their physical requirements, wide differences being apparent in the type and character of the people.

The form of representation required of course depends entirely on the commodity, and each case must be decided on its own merits. A number of firms in Colombia handling imported goods either as distributors or commission agents, particularly foreign firms—they are mainly English and German—have branches in two or more of the principal cities. If a firm of this type is selected, the country can often be quite adequately covered by one representative. The main point, however, is that the principal cities are for the most part independent of each other commercially, and it is frequently necessary to have local agents for different sections of the country. It is impossible, for example, except under very special circumstances, for an agent located at Barranquilla to cover the interior cities.

It is generally more satisfactory to have a representative of some kind resident in the country to look after the shipper's interests and, providing the available market for the product warrants the expense, to have a direct representative of the firm visit the country at regular intervals.

The Department of Public Works of the National Government normally are important purchasers of railway materials and road construction equipment. Firms interested in selling such lines must have a suitable representative in Bogota.

#### CREDITS

Comparatively long credits are the general rule in Colombia except on the coast, where there are no delays in deliveries. For Medellin and Bogota 90 to 120 days' date and longer are the usual terms, and in the textile trade at least 180 days. The practice of granting long term credits in Colombia is one of long standing. In arranging terms with buyers, shippers should keep in mind the length of time required for merchandise to reach destination in the interior from the coast. Even with the seemingly long terms, importers frequently have to meet their drafts before the merchandise is delivered. In any case they are obliged to pay the import duties and inland freight, which are seldom less than the c.i.f. price at the port of entry, several weeks before they receive the goods; and when the Magdalena river is low with consequent delay of river steamers a month or more is required in transit.

#### PURCHASING POWER

Consumption of what may be termed luxury goods is confined to a small percentage of the population. Approximately 75 per cent of the people receive very low wages, which do not permit them to purchase any appreciable amount of imported merchandise other than bare necessities of life. Due to the climate, even in the higher altitudes where it is quite cool, the clothing requirements are meagre and the usual sandals, cheap cotton trousers and shirt worn by the workers are manufactured locally. However, the standard of living of the minority is relatively high in normal times.

Colombia was a more or less self-contained economic unit until after the War on account of her isolation from the outside world due to lack of inland transportation facilities, and her foreign trade was confined almost entirely to piece goods. It was only the influx of outside capital during the past decade and the consequent contacts with foreigners that created a demand for imported merchandise.

## QUOTATIONS

Quotations for the leading centres in Colombia should be as follows: Barranquilla, c.i.f. Puerto Colombia; Cartagena, c.i.f. Cartagena; Medellin, c.i.f. Puerto Colombia or Cartagena; Bogota, c.i.f. Puerto Colombia or Cartagena; Cali, c.i.f. Buenaventura.

## MAIL

Mail for interior points in Colombia should be marked "por avion de Barranquilla" and carry air mail stamps, which may be purchased from the consuls of Colombia at Montreal and Vancouver. Ordinarily, it is preferable to send letters of any importance direct from Canada to Colombia by air mail. An air mail letter from New York reaches Bogota in two and a half days; by ordinary mail it requires several weeks.

## PACKING

This is very important, particularly for interior points in Colombia, on account of the large number of transhipments which must be made. Packages are not always handled carefully. Merchandise liable to damage should be marked "fragile" and strapped to minimize danger of loss from pilferage. It should be kept in mind, however, that customs duties are levied on the gross weight, including packing. Merchandise subject to different rates of duty should not be packed in one case unless weights are shown separately, including proportion of tare, on the corresponding invoice and clearly marked on outside of case. The buyer's instructions should be carefully followed.

## CUSTOMS TARIFF

The customs tariff is designed primarily for revenue purposes and all duties are levied on the gross weight. The rates are for the most part comparatively high. There are no tariff preferences.

## GENERAL

Order bills of lading are legal in Colombia, but in practice consignments must never be made to a bank unless specific arrangements have been made. This applies also to parcel post shipments.

Original documents must be presented at the customs port of entry. Hence documents should never be sent direct to a consignee at an interior point in Colombia. Importers usually employ a customs broker at the different ports. The function of the latter is to clear merchandise, liquidate customs duties, and arrange inland freights for their principal. The buyer's instructions should always be followed as otherwise the consignee is liable to incur fines.

The banks in Colombia generally do not assume responsibility towards drawers for failure to follow instructions regarding protesting of drafts for non-acceptance or non-payment. Under Colombian law protest can be effected within fifteen days after maturity, and in practice this fifteen-day period is regarded as days of grace for which drawees refuse to recognize interest. Shippers when forwarding drafts to a bank in Colombia should advise name and address of their agents and state powers and authority accorded them. It is preferable to include bank charges in the face amount of the bill. In the case of bills drawn against Government departments, it is customary for the banks to deliver documents against receipts.





### Import Restrictions in Belgium

With reference to the notice which appeared under the above heading in *Commercial Intelligence Journal* No. 1477 (May 21, 1932), page 879, a report issued in the *Board of Trade Journal* of November 3, 1932, reads in part as follows:—

As from November 1 an alteration will be made in the system of allocating the quotas for the import of butter, cattle and pigs, and certain meats.

Under the new system quotas will continue to be fixed quarterly for each of the following three months and licences will continue to be distributed to importers in proportion to their imports in 1930 and 1931. The allocation of quotas to individual countries will, however, be discontinued and in future importers will be free to purchase the articles in question from any country they wish.

### Supplementary Duties on Grain and Flour in Czechoslovakia

Mr. Robt. S. O'Meara, Canadian Trade Commissioner in Hamburg, writes under date November 8, 1932, that with effect from November 10, 1932, the supplementary duties on Czechoslovakian grain and flour in accordance with the law of June 5, 1930, are fixed as follows:—

	Supplementary Duty Czechoslovakian Crowns per 100 Kg. (220 Lbs.)	Customs Duty Czechoslovakian Crowns per 100 Kg. (220 Lbs.)
Wheat and spelt . . . . .	25	30
Rye . . . . .	50	38
Barley . . . . .	36	34
Oats . . . . .	34	36
Flour and milled products . . . . .	65	70

(Par value of 1 Czechoslovakian crown equals \$0.0296)

The supplementary duties on wheat and spelt, barley, and oats have not changed. The supplementary duty on rye represents an increase from the former rate of 48 Czechoslovakian crowns per 100 kg., and that on flour and milled products an increase from the former rate of 63 Czechoslovakian crowns per 100 kg.

### Emergency Tariff Increases in Nicaragua

Mr. H. Leslie Brown, Acting Trade Commissioner in Mexico City, writes under date October 28, 1932, that, by a recent decree, emergency increases of 50 and 100 per cent have been made in the rates of over 450 items of the import tariff to Nicaragua. The following items may be of interest to Canadian exporters.

The Nicaraguan cordoba is equal to the Canadian dollar at par rates. A kilogram is 2.204 pounds.

*Paper.*—The duty on common wrapping paper, including straw and wood paper and old newspapers, remains at 3 cordobas per 100 gross kilograms, and the duty on manila paper remains at 4 cordobas per 100 gross kilograms, but the surtax on both, if manufactured into bags for holding goods, has been increased from 30 per cent to 50 per cent, and the surtax on printed bags has been increased from 50 per cent to 100 per cent.

The duty on writing paper and calendered paper, when printed, lithographed, etc., has been increased from 60 cents to 90 cents per net kilogram, or about 40½ cents Canadian per pound. The duty on printed envelopes, cloth-lined, has been increased from 30 cents to 45 cents per net kilogram or about 20½ cents Canadian per pound; when of manila, from 15 cents to 22½ cents per net kilogram or about 9 cents Canadian per pound; and printed envelopes, n.o.p., from 20 cents to 30 cents per net kilogram or about 13½ cents Canadian per pound.

Paper, printed in forms such as bills of lading, etc., has been increased from 40 cents to 60 cents per net kilogram or about 27 cents Canadian per pound; the same, lithographed, engraved, etc., has been increased from 60 cents to 90 cents per net kilogram or about 40½ cents Canadian per pound.



*Footwear.*—Shoes of canvas, cotton, cloth, and oilcloth, for men, size 5 and larger, 60 cents Canadian per pair, formerly 40 cents; for men, smaller than size 5, 52½ cents Canadian per pair, formerly 35 cents; for women, size 1 and larger, 52½ cents Canadian per pair, formerly 35 cents; for women, smaller than size 1, 45 cents Canadian per pair, formerly 30 cents; for children, smaller than size 7, 18 cents Canadian per pair, formerly 12 cents; for babies, 9 cents Canadian per pair, formerly 6 cents.

*Automobiles* of value less than \$1,000 United States currency, and spare parts for all types of automobiles, n.o.p., surtax of 5 per cent ad valorem; of value of \$1,000 United States currency or greater, surtax of 15 per cent ad valorem; motor trucks, surtax of 5 per cent ad valorem.

### Mexican Prohibition Against Importation of Wheat

Mr. H. Leslie Brown, Acting Trade Commissioner in Mexico City, writes under date November 14, 1932, that the Mexican Department of Finance and Public Credit announced recently that while the wheat crop this year has been smaller than that of last season, which was a bumper crop, nevertheless the production of wheat has been sufficiently large to supply the needs of the country and consequently no facilities will be given by the Mexican Government for the importation of foreign wheat.

In this connection it may be noted that all wheat imported into Mexico must carry a permit from the Mexican Department of Agriculture, and also that the tariff on wheat is 10 centavos per gross kilogram or, at par rates of exchange, about \$1.36 Canadian currency per bushel; sacks to be charged extra according to their class.

### Preferences in the Straits Settlements

With reference to the report in *Commercial Intelligence Journal* No. 1502 (November 12, 1932), page 767, concerning new tariff preferences in British Malaya, the advices so far received indicate that the goods affected in the Straits Settlements include only motor vehicles and brandy and wine. As regards motor vehicles, there is a fee of 20 per cent ad valorem to be charged on the first registration of foreign motor vehicles, while motor vehicles of Canadian, or other Empire, origin are exempt from this fee.

### EXCHANGE CONTROL IN TURKEY

The original legislation in force in Turkey (February, 1930) permitted authorized banks in Turkey to sell exchange for the payment of imports on production of the receipt issued by the Customs for the payment of the transaction tax.

This facility was cancelled by a decree of May, 1932, which made it necessary in all instances for sanction to be obtained from the Exchange Control.

A further decree of September 18 reverts to the original position, except that exchange for imports of sugar, tea, coffee, petroleum, benzine, and mazout must in all cases be issued only on authorization from the Exchange Control. Similar special authorization is necessary for goods imported before the publication of this decree on September 26.

Special restrictions are maintained against countries whose exchange control interferes with payments to Turkey and also those placing restrictions on the entry of Turkish goods.

The clause in the decree of February, 1932, requiring persons domiciled in Turkey to declare to the Central Bank any foreign currency in their possession or acquired has also been withdrawn.

## SUGAR MANUFACTURE IN INDIA

While Japanese cotton manufacturers are reported to be looking for sites for mills in India to overcome the piece-goods import duties, Dutch sugar manufacturers are engaged in a similar quest, writes a Bombay correspondent of the *Times Trade Supplement*. There is now in Delhi a Dutch sugar expert and two others who are interested in the project of establishing a sugar factory about 70 miles from the city. A prominent Dutch financier who has large interests in the Java sugar industry is expected shortly. The protective import duty has made the position of the sugar industry in Java, so far as the Indian market is concerned, very difficult, and this visit of experts is to investigate the possibilities of factories working on principles in force in Java.

## FOREIGN EXCHANGE QUOTATIONS FOR WEEK ENDING NOV. 21

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending November 21, 1932, with the official bank rate. Quotations for the week ending November 14, 1932, are also given for the sake of comparison:—

Country	Unit	Nominal Quotations in Montreal Week ending Nov. 14	Nominal Quotations in Montreal Week ending Nov. 21	Official Bank Rate
Austria . . . . .	Schilling	\$ .1598	\$ .1636	6
Belgium . . . . .	Belga	.1567	.1607	3½
Bulgaria . . . . .	Lev	.0081	.0083	8
Czechoslovakia . . . . .	Krone	.0355	.0344	4½
Denmark . . . . .	Krone	.1978	.1977	3½
Finland . . . . .	Markka	.0170	.0174	6½
France . . . . .	Franc	.0443	.0453	2½
Germany . . . . .	Reichsmark	.2692	.2754	4
Great Britain . . . . .	Pound	3.7705	3.7891	2
Greece . . . . .	Drachma	.0067	.0068	10
Holland . . . . .	Guilder	.4541	.4652	2½
Hungary . . . . .	Pengo	.1980	.2028	4½
Italy . . . . .	Lira	.0579	.0593	5
Jugo-Slavia . . . . .	Dinar	.0194	.0199	7½
Norway . . . . .	Krone	.1917	.1940	4
Portugal . . . . .	Escudo	.0345	.0353	6½
Roumania . . . . .	Leu	.0067	.0069	7
Spain . . . . .	Peseta	.0927	.0947	6*
Sweden . . . . .	Krona	.2004	.2024	3½
Switzerland . . . . .	Franc	.2177	.2228	2
United States . . . . .	Dollar	1.1312	1.1587	2½
Argentina . . . . .	Peso (Paper)	.2918	.2985	—
Brazil . . . . .	Milreis	.0848	.0869	—
Chile . . . . .	Peso	.0693	.0709	4½
Colombia . . . . .	Peso	1.0831	1.1095	5
Mexico . . . . .	Peso	.3695	.3798	6-7
Peru . . . . .	Sol	.1923	.2027	6
Venezuela . . . . .	Bolivar	.1923	.1911	—
Uruguay . . . . .	Peso	.5345	.5475	—
Cuba . . . . .	Peso	1.1304	1.1587	—
Hongkong . . . . .	Dollar	.2584	.2636	—
India . . . . .	Rupee	.2884	.2896	4
Japan . . . . .	Yen	.2398	.2352	4.38
Java . . . . .	Guilder	.4540	.4652	4½
Shanghai . . . . .	Tael	.3379	.3435	—
Siam . . . . .	Baht (Tical)	.....	.....	—
Straits Settlements . . . . .	Dollar	.4368	.4504	—
British Guiana . . . . .	Dollar	.8682	.9027	—
Jamaica . . . . .	Pound	3.7670	3.8354	—
Other British West Indies . . . . .	Dollar	.8682	.9027	—
Martinique . . . . .	Franc	.0443	.0454	—
Guadeloupe . . . . .	Franc	.0443	.0454	—
Australia . . . . .	Pound	3.0179	3.0327	—
Egypt . . . . .	Pound (100 piastres)	3.8671	3.8862	—

\* Newspaper report.



## TRADE OPPORTUNITIES ABROAD FOR CANADIAN PRODUCTS

The Trade Inquiries for Canadian products published below have been received since the publication of the last issue of the *Commercial Intelligence Journal*. Interested exporters may secure the names and addresses of the firms making these inquiries, together with further details regarding the commodities required, on application to the Director, Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa, or—

### Secretary, Board of Trade—

St. John, N.B.,	Woodstock, Ont.,	Vancouver, B.C.,
Halifax, N.S.,	St. Mary's, Ont.,	New Westminster, B.C.
Quebec, P.Q.,	Portage la Prairie, Man.,	
Montreal, P.Q.,	St. Boniface, Man.,	
Toronto, Ont.,	Winnipeg, Man.,	

### Secretary, Chamber of Commerce—

Sherbrooke, P.Q.,	Belleville, Ont.,	Hamilton, Ont.,
Kingston, Ont.,	Peterborough, Ont.,	Victoria, B.C.,
Oshawa, Ont.,	London, Ont.,	Prince Rupert, B.C.

Border Chamber of Commerce, Windsor, Ont.

Industrial Commissioner, Stratford, Ont.

La Chambre de Commerce, de Montréal, 25 St. James E., Montreal, P.Q.

### Secretary, Canadian Manufacturers' Association—

Toronto, Ont.,	Winnipeg, Man.,	Vancouver, B.C.,
Montreal, P.Q.,	Edmonton, Alta.,	Victoria, B.C.

The Maritime Provinces Trade Commissioner, 122 Federal Building, Toronto, Ont.

The Bureau of Provincial Information, Victoria, B.C.

**Canadian exporters should, for follow-up purposes, transmit a copy of any reply sent in response to a Trade Inquiry to the Trade Commissioner in the territory from which the inquiry emanated.**

Commodity	No.	Location of Inquirer	Purchase or Agency
<b>Foodstuffs—</b>			
Fruit (Canned and Dried); General Provisions.	820	Auckland, New Zealand...	Agency.
Foodstuffs (Generally).....	821	Oslo, Norway.....	Agency.
Flour; Dried Apples and Foodstuffs (Generally)..	822	Oslo, Norway.....	Agency.
Wheat Offals.....	823	London, England.....	Agency.
Barley and Oats.....	824	London, England.....	Agency.
<b>Miscellaneous—</b>			
Candles.....	825	Auckland, New Zealand...	Agency.
Toilet Preparations.....	826	Oslo, Norway.....	Agency.
Hairdressers' Supplies.....	827	Oslo, Norway.....	Agency or Purchase.
Underwear (Men's Silk).....	828	Oslo, Norway.....	Agency.
Mackinaw Coats and Cloth.....	829	Buenos Aires, Argentina....	Agency.
Upper Leather.....	830	Oslo, Norway.....	Agency.
Leathers (Glove, Sole, Upper, All Kinds).	831	London, England.....	Agency.
Rubber Running Board Matting.	832	Oslo, Norway.....	Agency.
Automobile Accessories (Ignition Parts, Distributor Heads, Breaker Arms, Jacks and Wrenches).	833	Oslo, Norway.....	Agency.
Motor Accessories (All Kinds)...	834	Kingston, Jamaica, B.W.I.	Purchase.
Galvanized Wire for Netting....	835	Lima, Peru.....	Agency.
Manufacturing Shoe Shank Machine.	836	Montevideo, Uruguay.....	Purchase.

## PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

### From Halifax

*To Liverpool.*—Montcalm, Dec. 10; Duchess of Atholl, Dec. 16; Montrose, Dec. 24; Montclare, Dec. 31—all Canadian Pacific; Manchester Exporter, Nov. 22; Manchester Merchant, Dec. 7; Manchester Hero, Dec. 31—all Manchester Line; Nova Scotia, Nov. 29 and Jan. 14; Newfoundland, Dec. 20—both Furness Line; Georgie, White Star Line, Dec. 4; Dakotian, Dec. 8; Nubian, Jan. 5—both Leyland Line.

*To London.*—Beaverford, Dec. 10; Beaverburn, Dec. 17; Beaverdale, Dec. 24; Beaverbrae, Dec. 31—all Canadian Pacific; Corsican Prince, Nov. 28; Sardinian Prince, Dec. 12; Italian Prince, Dec. 26—all Furness Prince Line; Ascania, Dec. 3; Aurania, Dec. 17—both Cunard Line.

*To Southampton.*—Duchess of Richmond, Canadian Pacific, Dec. 9; Pennland, Dec. 3 and Jan. 1; Westernland, Dec. 15—both Red Star Line.

*To Manchester.*—Manchester Regiment, Dec. 2; Manchester Brigade, Dec. 16; Manchester Division, Dec. 30; Manchester Hero, Dec. 31; Manchester Commerce, Jan. 13—all Manchester Line; Dakotian, Dec. 8; Nubian, Jan. 5—both Leyland Line.

*To Avonmouth, Cardiff and Swansea.*—Kastalia, Dec. 17; Salacia, Dec. 31—both Cunard-Donaldson Line.

*To Glasgow.*—Letitia, Dec. 10; Sulairia, Dec. 24—both Anchor-Donaldson Line.

*To Newcastle and Leith.*—A steamer, Dec. 12 (also calls at Dundee and Hull); a steamer, Dec. 26—both Cairn-Thomson Line.

*To Antwerp.*—Beaverford, Dec. 10; Beaverburn, Dec. 17; Beaverbrae, Dec. 31—all Canadian Pacific; Pennland, Dec. 3 and Jan. 1; Westernland, Dec. 15—both Red Star Line.

*To Hamburg.*—Beaverdale, Canadian Pacific, Dec. 24.

*To Gothenburg.*—Drottningholm, Dec. 4; Gripsholm, Dec. 10—both Swedish-American Line; Korsholm, Swedish-American-Mexico Line, Dec. 24 (also calls at Copenhagen).

*To St. John's, Nfld., and St. Pierre-Miquelon.*—Dominica, Furness-Red Cross Line, Nov. 28 and Dec. 12 and 26; Magnhild, Dec. 6; H. J. Kyvig, Dec. 10 and 31—both Newfoundland-Canada SS.; Nova Scotia, Nov. 29 and Dec. 31; Newfoundland, Dec. 10 and 20—both Furness Line (do not call at St. Pierre).

*To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.*—Lady Nelson, Nov. 27 and Jan. 1; Lady Hawkins, Dec. 11 and Jan. 15; Lady Drake, Dec. 18—all Canadian National.

*To Santiago (Cuba) and Kingston (Jamaica).*—Andalusia, Dec. 7 (calls at Montego Bay and other Jamaican outports); Calabria, Dec. 21—both Pickford & Black, Ltd.

*To Bermuda, St. Kitts, Antigua, Guadeloupe, St. Lucia, Dominica, Martinique, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo.*—Moyra, Nov. 29; Venda, Dec. 14—both Ocean Dominion SS. Corp.

*To Hamilton (Bermuda), Nassau (Bahamas), Kingston (Jamaica), and Belize (British Honduras).*—Cathcart (does not call at Bermuda or Nassau), Nov. 28 and Dec. 21; Lady Rodney, Nov. 30 and Dec. 28; Cavelier (does not call at Bermuda or Nassau), Dec. 7 and Jan. 4; Lady Somers, Jan. 11—all Canadian National.

*To St. Georges (Bermuda), Puerto Rico, St. Kitts, Antigua, St. Lucia, Guadeloupe, Martinique, Barbados, St. Vincent, Grenada, Trinidad and Demerara.*—Colborne, Dec. 3 and Jan. 7; Chomedy, Dec. 24—both Canadian National.

*To Auckland, Wellington, Lyttelton, Dunedin, Brisbane, Sydney and Melbourne.*—Canadian Victor, Dec. 23; Canadian Challenger, Dec. 30—both Canadian National.

### From Saint John

*To London and Antwerp.*—Beaverford, Dec. 9; Beaverburn, Dec. 16; Beaverdale (calls at Hamburg but not at Antwerp), Dec. 23; Beaverbrae, Dec. 30; Beaverhill, Jan. 6—all Canadian Pacific; Hada County, County Line, Dec. 28 (calls at Havre but not at London).

*To Liverpool.*—Montcalm, Dec. 9 and Jan. 6; Duchess of Atholl, Dec. 15 and Jan. 14; Montrose, Dec. 23; Montclare, Dec. 30—all Canadian Pacific.

*To Southampton.*—Duchess of Richmond, Canadian Pacific, Dec. 8.

*To Manchester.*—Manchester Brigade, Dec. 15; Manchester Division, Dec. 29—both Manchester Line.

*To Avonmouth, Cardiff and Swansea.*—Kastalia, Dec. 15; Salacia, Dec. 29—both Cunard-Donaldson Line.

*To Glasgow.*—Letitia, Dec. 9; Sulairia, Dec. 22—both Anchor-Donaldson Line.

*To Newcastle and Leith.*—A steamer (calls at Dundee and Hull), Dec. 10; a steamer, Dec. 24—both Cairn-Thomson Line.

*To Belfast and Dublin.*—Dunaff Head, Head Line, Dec. 18 (cargo accepted for Londonderry and Cork).



To Rotterdam.—King's County, County Line, Dec. 23.

To Alexandria, Port Said, Suez, Aden, Karachi, Bombay, Colombo, Madras, Rangoon and Calcutta.—City of Guildford, American and Indian SS., Dec. 27 (cargo accepted for other Eastern ports, also for British East African ports).

To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Lady Hawkins, Dec. 3 and Jan. 11; Lady Drake, Dec. 17; Lady Nelson, Dec. 28—all Canadian National.

To Bermuda, St. Kitts, Antigua, Guadeloupe, Dominica, Martinique, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.—Venda, Ocean Dominion Line, Dec. 9.

To Kingston and Jamaican Outports.—San Blas, Dec. 8; San Bruno, Dec. 22—both United Fruit Line.

To South France and Italian Ports.—Valluce, Lloyd-Mediterraneo-Italian Service, Dec. 22.

To West and South African Ports.—Calumet, Elder Dempster Lines, Ltd., Dec. 25.

### From New Westminster

To London, Liverpool and Glasgow.—Doric Star (also calls at Newcastle and Dublin), American Mail Line, Dec. 4; Corrientes, Dec. 4; Parthenia, Dec. 22; Moveria, Jan. 12—all Balfour Guthrie & Co.

To London, Hull, Newcastle and Hamburg.—Empire Star, American Mail Line, Dec. 29.

To Liverpool, Glasgow, Southampton, Newcastle and Rotterdam.—Gothic Star, Dec. 20; Tacoma Star, Jan. 5—both American Mail Line.

To United Kingdom Ports.—Pacific Exporter, Furness Pacific Ltd., Dec. 7; Bonnington Court, Canadian Transport Co., Dec. 7; Imperial Valley, Dec. 17; Jersey City, Jan. 7—both T. A. Lee & Holway Ltd.; Benleuch, Anglo-Canadian Shipping Co., Dec. 18; Logician, B. W. Greer & Sons, Dec. 28.

To Shanghai.—Falstria, B. L. Johnson, Walton Co., Nov. 29.

To Japanese Ports.—Tohsei Maru, Yamashita Shipping Co., Dec. 4.

To Australian Ports.—Waikawa, Canadian-Australasian Line, Dec. 16.

### From Vancouver

To Yokohama, Kobe, Shanghai and Hongkong.—Bellingham (calls Osaka, Iloilo, Cebu and Legaspi but not at Shanghai), Dec. 8; Everett (calls Tsingtao, Dairen, Taku Bar and Otaru but not at Hongkong), Dec. 20—both Tacoma Oriental SS.; Hiye Maru, Dec. 15; Heian Maru, Jan. 12—both Nippon Yusen Kaisha (also call Osaka); Protesilaus, Dec. 19; Ixion, Jan. 8—both Blue Funnel Line (call Miiki).

To Yokohama, Kobe, Shanghai, Hongkong and Manila.—Empress of Asia (calls Nagasaki), Dec. 3; Empress of Canada (calls Honolulu), Dec. 17; Empress of Russia (calls Nagasaki), Dec. 31; Empress of Japan (calls Honolulu), Jan. 14—all Canadian Pacific; Seattle, Tacoma Oriental SS. (calls Osaka, Iloilo, Cebu and Legaspi but not at Shanghai), Jan. 8.

To Yokohama, Kobe and Osaka.—Koshin Maru, Empire Shipping Co., Dec. 2.

To Sourabaya, Samarang, Batavia, Singapore, Belawan Deli, Penang, Rangoon and Calcutta.—Silverbelle, Silver-Java Pacific Line, Dec. 16 (also calls Manila and Iloilo).

To Auckland, Wellington, Melbourne and Sydney.—Golden Harvest, Oceanic and Oriental Navigation Co., Dec. 17 (also calls Lyttelton and Dunedin).

To Brisbane, Sydney, Melbourne and Adelaide.—Yngaren, Empire Shipping Co., Dec. 2.

To London, Liverpool and Manchester.—York City, Reardon Smith Line, Dec. 1.

To Liverpool, London, Southampton and Rotterdam.—Loch Katrine, Dec. 4; Damsterdyk, Dec. 18—both Royal Mail Lines Ltd.

To London, Hull, Bremen and Oslo.—Laurits Swenson, Fred Olsen Line, Dec. 7.

To Manchester.—Pacific Exporter, Furness (Pacific) Ltd., Dec. 10.

To Marseilles, Genoa, Leghorn, Naples, Venice and Trieste.—Cellina, Empire Shipping Co., Ltd., Dec. 3.

To Rotterdam, Hamburg, Copenhagen and Hull.—India, Dec. 24; Europa, Jan. 14—both East Asiatic Co., Inc.

To Hamburg, Bremen and Antwerp.—Los Angeles Nov. 30; Bitterfeld, Dec. 7; Tacoma, Dec. 14; Donau, Dec. 21; Stassfurt, Dec. 28; San Francisco, Jan. 4; Este, Jan. 11—all Hamburg-American-North German Lloyd Line.

To Havre, Dunkirk, Bordeaux and Antwerp.—Wyoming, Empire Shipping Co., Ltd., Dec. 9.

To Scandinavian Ports.—Axel Johnson, Dec. 9; Annie Johnson, Jan. 10—both Johnson Line.

To Port of Spain (Trinidad) and Bridgetown (Barbados).—A steamer, Canadian Transport Co. Ltd., December.

To Montevideo and Buenos Aires.—Hardanger, Westfal-Larsen Co., Dec. 10 (cargo accepted for Pernambuco, Bahia, Rosario, Santa Fé and other ports).

To Balboa, Cristobal, Puerto Colombia, Kingston, Vera Cruz and Tampico.—Point Benita, Gulf Pacific Mail Line, Nov. 28.

# COMMERCIAL INTELLIGENCE SERVICE

846

## CANADIAN GOVERNMENT TRADE COMMISSIONERS

### Argentine Republic

HARRY A. SCOTT, B. Mitre 430, Buenos Aires (1). (Territory includes Chile and Uruguay.)  
*Cable address, Canadian.*

### Australia

D. H. ROSS. Address for letters—Box 196C, G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable address, Canadian.*  
*Commercial Agent:* B. MILLIN, The Royal Exchange, Sydney, N.S.W.

### Belgium

HENRI TURCOT, 98 Boulevard Adolphe Max, Brussels. *Cable address, Canadian.*

### Brazil

A. S. BLEAKNEY. Address for letters—Caixa Postal 2164, Rio de Janeiro. Office—Ed. Da "A. Noite," Sala 802, Praca Maua. *Cable address, Canadian.*

### British West Indies

*Trinidad:* ACTING TRADE COMMISSIONER. Address for letters—P.O. Box 125, Port of Spain. Office—Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, and British Guiana.) *Cable address, Canadian.*

*Jamaica:* F. W. FRASER, P.O. Box 225. Office—Canadian Bank of Commerce Chambers, Kingston. (Territory covers Jamaica, Hayti, the Bahamas, and British Honduras.)  
*Cable address, Canadian.*

### China

L. M. COSGRAVE. Address for letters—P.O. Box 264, Shanghai. Office—Daily News Building, 17 The Bund, Shanghai. *Cable address, Canadian.*

PAUL SYKES. Address for letters—P.O. Box 160, Dairen, Manchuria. Office—Cornabe Building, 1 Higashi-Koen-Cho, Dairen, Manchuria. (Territory covers Manchuria.) *Cable address, Canadian.*

### Cuba

E. L. MCCOLL. Address for letters—Apartado 1945, Havana. Office address—Royal Bank of Canada Building, Calle Aguiar 75, Havana. (Territory includes San Domingo and Puerto Rico.) *Cable address, Canadian.*

### Egypt

YVES LAMONTAGNE. Address for letters—P.O. Box 1770, Cairo. Office—22 Shari Kasr el Nil, Cairo. (Territory includes the Sudan, Palestine, Cyprus, Iraq, Syria, and Persia.)  
*Cable address, Canadian.*

### France

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### Germany

ACTING TRADE COMMISSIONER, Mönckebergstrasse 31, Hamburg. (Territory covers Germany—except the Rhine Valley—Czechoslovakia, Austria, and Eastern European countries.)  
*Cable address, Canadian.*

### Greece

ACTING TRADE COMMISSIONER, 1 Corai Street, Athens. (Territory includes Turkey.) *Cable address, Canadian.*

### Hongkong

V. E. DUCLOS. Address for letters—P.O. Box 80, Hongkong. Office—Gloucester Building, Hongkong. (Territory includes South China, the Philippines, British North Borneo, and Indo-China.) *Cable address, Canadian.*

### India and Ceylon

R. T. YOUNG. Address for letters—P.O. Box 2003, Calcutta. Office—8 Esplanade Mansions, Government Place East, Calcutta. *Cable address, Canadian.*

### Irish Free State and Northern Ireland

J. H. ENGLISH, 66 Upper O'Connell Street, Dublin, Irish Free State (*cable address, Canadian*); and 44 Ann Street, Belfast, Northern Ireland (*cable address, Adanae*).



## CANADIAN GOVERNMENT TRADE COMMISSIONERS—*Con.*

### Italy

A. B. MUDDIMAN, Via Manzoni Nr. 5, Milan (102). (Territory includes Spain, Portugal, Gibraltar, Canary Islands, Malta, Italian Colonies in Africa, Albania, and Yugoslavia.) *Cable address, Canadian.*

### Japan

*Tokyo:* J. A. LANGLEY, Commercial Secretary; RICHARD GREW, Trade Commissioner. Address for letters—P.O. Box F101, Tokyo Central. Office—Imperial Life Assurance Building, Marunouchi, Tokyo. *Cable address, Canadian.*

*Kobe:* ACTING TRADE COMMISSIONER. Address for letters—P.O. Box 230, Kobe. Office—Chamber of Commerce Building, Kobe. *Cable address, Canadian.*

### Mexico

ACTING TRADE COMMISSIONER. Address for letters—Apartado Num. 126-bis, Mexico City. Office—Edificio Banco de Londres y Mexico, Num. 30, Mexico City. (Territory includes Central American Republics.) *Cable address, Cancoma.*

### Netherlands

J. C. MACGILLIVRAY, Beursplein 26B, Rotterdam. (Territory includes the Rhine Valley and Switzerland.) *Cable address, Canadian.*

### Netherlands East Indies

G. R. HEASMAN. Address for letters—P.O. Box 84, Batavia, Java. Office—Chartered Bank Building, Melacca St., Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, and Siam.) *Cable address, Canadian.*

### New Zealand

C. M. CROFT. Address for letters—P.O. Box 33, Auckland. Office—Yorkshire House, Shortland Street, Auckland. (Territory includes Fiji and Western Samoa.) *Cable address, Canadian.*

### Norway

F. H. PALMER, Jernbanetorget 4, Oslo. (Territory includes Scandinavian countries and Finland.) *Cable address, Canadian.*

### Panama

J. A. STRONG. Address for letters—P.O. Box 222, Panama City. Office—Royal Bank of Canada Building, Santa Ana Plaza, Panama City. (Territory includes Venezuela and Colombia.) *Cable address, Canadian.*

### Peru

C. S. BISSETT. Address for letters—Casilla 1212, Lima. Office—Calle Coca, 478, Lima. (Territory includes Bolivia and Ecuador.) *Cable address, Canadian.*

### South Africa

G. R. STEVENS. Address for letters—P.O. Box 683, Cape Town. Office—Cleghorn & Harris Building, Adderley Street, Cape Town. (Territory includes Southwest Africa, the Rhodesias, Nyasaland, Tanganyika Territory, and Kenya Colony.) *Cable address, Cantracom.*

### United Kingdom

*London:* HARRISON WATSON, Canada House, Trafalgar Square, S.W.1. (Territory covers Home Counties, Southeastern Counties, and East Anglia.) *Cable address, Sleighing, London.*

*London:* J. FORSYTH SMITH, Fruit Trade Commissioner, Walter House, Bedford Street, Strand, W.C.2. *Cable address, Canfrucom.* (Territory—for fresh fruit only—covers United Kingdom, Norway, Denmark, Sweden, France, Holland, Belgium, Germany, and Spain.)

*London:* W. A. WILSON, Animal Products Trade Commissioner, Canada House, Trafalgar Square, S.W.1. *Cable address, Agrilson.*

*Liverpool:* H. R. POUSSETTE, Century Bldgs., 31 North John Street. (Territory covers North of England, Lincolnshire, North Midlands, and North Wales.) *Cable address, Canadian.*

*Bristol:* DOUGLAS S. COLE, Northcliffe House, Colston Avenue. (Territory covers West of England, South Wales, and South Midlands.) *Cable address, Canadian.*

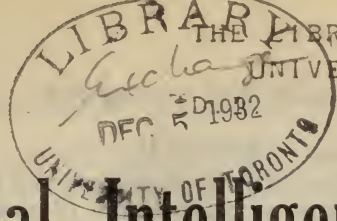
*Glasgow:* GORDON B. JOHNSON, 200 St. Vincent Street. *Cable address, Cantracom.*

### United States

*New York City:* FREDERIC HUDD, 25 Broadway. (Territory includes Bermuda.) *Cable address, Cantracom.*

**Note.**—Bentley's Second Phrase Code is used by Canadian Trade Commissioners

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# Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

Minister: Hon. H. H. Stevens, M.P.

Deputy Minister: James G. Parmelee

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## TABLE OF CONTENTS

	Page		Page
Trade Agreement between Canada and the Union of South Africa	849	British Industries Fair (Birmingham), 1933	866
Imperial Economic Conference		Life Insurance in New Zealand	866
Agreements given Royal Assent	854	Economic Conditions in Jamaica	868
Far East Market for Printing and Lithographic Inks	854	Economic and Trade Conditions in India	870
Industrial Profits in Japan	858	Market for Motor Vehicles in Hongkong	872
Market for Hops in Japan	860	Tariff Changes, etc.	873
Final Japanese Crop Report	860	Shipments to Manchukuo	875
Manchurian Market for Canned Foodstuffs	861	Foreign Exchange Quotations	875
Summary of the Trade of Canada: October	863	Trade Inquiries	876
Imported Meat Trade of the United Kingdom	864	Proposed Sailings	877
		Commercial Intelligence Service	879

## TRADE AGREEMENT BETWEEN CANADA AND THE UNION OF SOUTH AFRICA

The articles of the trade agreement entered into between Canada and the Union of South Africa, signed on August 20, 1932, at the Imperial Economic Conference at Ottawa, and Schedule B of the agreement which contains the South African preferences on Canadian goods, are appended. The South African preferences were put into effect by a Government notice gazetted on October 13.

### Text of Trade Agreement

His Majesty's Government in the Dominion of Canada and His Majesty's Government in the Union of South Africa, desiring to facilitate and extend still further their mutual relations of trade and commerce, have agreed upon the following Articles:—

#### ARTICLE I

1. Subject to the provisions of the Customs Tariff of Canada, except as hereinafter provided, goods, the produce or manufacture of the Union of South Africa, enumerated in Schedule A to this Agreement, shall, on importation into the Dominion of Canada, enjoy the tariff concessions set forth in the said Schedule.

2. To enjoy the benefit of the tariff advantages provided for in Section 1 of this Article goods originating in and coming from the Union of South Africa shall be imported direct into Canada.



## ARTICLE II

1. Subject to the provisions of the laws of the Union of South Africa relating to Customs, goods, the produce or manufacture of the Dominion of Canada, enumerated in Schedule B to this Agreement, shall, on importation into the Union of South Africa, enjoy the tariff concessions set forth in the said Schedule.

2. To enjoy the benefit of the tariff advantages provided for in Section 1 of this Article, goods originating in and coming from the Dominion of Canada shall be conveyed, without transshipment, from a port of the Dominion of Canada, or if transhipped, then only if it be proved to the satisfaction of the Commissioner of Customs of the Union of South Africa that the intended destination of the goods when originally shipped from the Dominion of Canada was the Union of South Africa.

## ARTICLE III

1. Goods, the produce or manufacture of the Union of South Africa, enumerated in Schedule A to this Agreement, shall, on importation into the Dominion of Canada, enjoy the benefit of the lowest rates of customs duty applicable to similar goods imported from any country. Provided that such goods shall not be entitled to the benefit now accorded to the products of the British West Indies, Bermuda, British Guiana, and British Honduras, by virtue of the trade agreement existing between the Governments of these colonies and the Government of Canada.

2. Similarly, goods the produce or manufacture of the Dominion of Canada, enumerated in Schedule B to this Agreement, shall, on importation into the Union of South Africa, enjoy the benefit of the lowest rates of customs duty applicable to similar goods imported from any country. Provided that such goods shall not be entitled to the privileges accorded to the products of Southern and Northern Rhodesia and of the territories of Basutoland, Swaziland, and the Bechuanaland Protectorate, by virtue of the customs agreements now existing or agreements of a like nature hereafter concluded between the Governments of the Union of South Africa and of the said countries and territories, nor to the privileges accorded to the produce of Mocambique under Schedule A of the Convention between the Government of the Union of South Africa and the Government of the Portuguese Republic of the 11th September, 1928.

## ARTICLE IV

His Majesty's Government in the Dominion of Canada will, in regard to the goods enumerated in Schedule "A", maintain the margins of tariff concession represented by the difference between the rates accorded to Union goods in that Schedule and the presently existing rates on similar goods when imported from any foreign country.

His Majesty's Government in the Union of South Africa will maintain the margins of preference accorded in Schedule "B" to Canadian goods over similar goods when imported from any foreign country.

## ARTICLE V

1. Indian corn or maize, the produce of the Union of South Africa, imported into the Dominion of Canada at a price not lower than that quoted for Indian corn or maize of similar quality on the Baltic Exchange, London, shall not be subject to the provisions of Section 6 of the Customs Tariff of Canada.

2. The provisions of this Article will cease to be operative if after the thirtieth of April, 1934, the export of Indian corn or maize from the Union of South Africa to the Dominion of Canada be subsidized.

## ARTICLE VI

In determining the value for duty purposes of motor vehicles, the manufacture of the Dominion of Canada, imported into the Union of South Africa, a

deduction shall be made of the amount of any drawback of customs duty granted by the Government of the Dominion of Canada in respect of material used in, wrought into, or attached to, such motor vehicles.

ARTICLE VII

For the purposes of this agreement the Mandated Territory of South West Africa shall be deemed to be part of the Union of South Africa.

ARTICLE VIII

This Agreement shall be subject to the approval of the Parliaments of the Dominion of Canada and of the Union of South Africa. Upon approval being given it shall be brought into force upon a date to be agreed upon between the Governments of the Dominion of Canada and the Union of South Africa. It shall remain in force for a period of five years from the date of its coming into force and thereafter until the expiration of six months from the date on which either Government shall have given to the other notice of its intention to terminate the Agreement.

Done, in duplicate, at Ottawa, this twentieth day of August, one thousand nine hundred and thirty-two.

R. B. BENNETT

N. C. HAVENGA

Signed on behalf of His Majesty's Government in the Dominion of Canada.

Signed on behalf of His Majesty's Government in the Union of South Africa.

SCHEDULE B

<i>Tariff Item</i>	<i>Article</i>	<i>Preferential Rebate</i>
15 (a)(i)	Wheat in the grain.....per 100 lbs.	2d.
15 (a)(i)	Wheat ground or otherwise so prepared. ....per 100 lbs.	4d.
Ex. 19 (e)	Fish, tinned (not specially provided for).....per lb.	1½d.
Ex. 22 (a)	Apples, fresh or green, from October 1 to December 31 .....ad val	5%
Ex. 46 (b)	Peas, corn, and tomatoes, tinned or otherwise preserved.	Lowest rate to any country.
70	Hosiery:— (a) Socks.....ad val.	5%
	(b) Stockings.....ad val.	5%
81(1)(a)	Twine; seaming and binder, and harvest yarn.....ad val.	5%
94	Cash registers and calculating machines.....	Lowest rate to any country.
95 (d)	Chain in the length for the making of non-skid chains for motor vehicles, under such conditions as the Minister may prescribe.....	Lowest rate to any country.
97	(1) Cranes, mechanical excavators and loaders, winches not being for whaling, trawling or mining purposes, hoisting crabs, chain blocks, spiral shutes, gravity conveyors and shears.....ad val.	7%
	(2) Bucket conveyors and conveyor belts and belting (not being for mining or industrial purposes) and mechanical storage lifting apparatus.....ad val.	7%



## SCHEDULE B—Continued

Tariff Item	Article	Preferential Rebate
Ex. 101 (c)	Cream separators.....	Lowest rate to any country.
113 (3)	Vacuum cleaners (electric)..... <i>ad val.</i>	5%
Ex. 118 (a)	Machinery, apparatus, appliances and implements (not specially provided for, and not including material, domestic machines or vehicles):—For agricultural purposes (whole item except sprayers and sprinklers)...	Lowest rate to any country.
119 (b)	Batteries, electrical: Wet or dry, primary or secondary, including accumulators, except those of which each cell or unit is of a capacity greater than 150 ampere hours at a one-hour rate of discharge..... <i>ad val.</i>	10%
Ex. 129 (a) to (h)	Motor cars:— Motor cars, chassis, spare parts and accessories.....	Lowest rate to any country.
Ex. 130 (a) to (e)	Motor trucks and motor vans for the conveyance of goods, and steam wagons, and trailers for the same, and motor char-a-bancs, omnibuses and ambulance vans.....	Lowest rate to any country.
Ex. 134	Pipes, piping, tubes, and fittings, of metal: gas, steam, drainage, sewerage, irrigation, water supply and water pumping; not including grids, manhole covers and fittings, and surface boxes:— (a) Wrought iron or steel pipes and tubes, not riveted, except down-pipes and guttering..... per 100 lbs. 1s. (b) Cast-iron pipes and tubes, except down-pipes and guttering..... per 100 lbs. 8d. (d) Down-piping and guttering and fittings therefor, and riveted wrought iron or steel pipes and tubes..... <i>ad val.</i> 5% (e) Cocks and taps, and meters and pipe fittings, n.e.e.; spare parts of water meters falling under paragraph (h)..... <i>ad val.</i> 5% (g) Cisterns..... <i>ad val.</i> 5% (h) Water meters for house connections, not exceeding 1-inch piping..... each 3s.	
143 (b)	Electrical cooking and heating appliances (including kettles and irons): not being machinery elsewhere provided for and not including electric irons and electric steam irons used for industrial purposes... <i>ad val.</i>	5%
146	Tools, mechanics': being tools ordinarily used by mechanics and artisans, and not being agricultural implements or machine tools..... <i>ad val.</i>	3%
192	Lead, white:— (a) Dry..... per 100 lbs. 1s. (b) Ground in oil: (i) in packages containing 50 lbs. weight or over per 100 lbs. 1s. (ii) in packages containing less than 50 lbs. weight, per 100 lbs. 1s.	
238	Perfumery and toilet preparations, not elsewhere enumerated, including powders, washes, pomatums, cosmetics, pastes, dyes, hair oils, but not including tooth powders, tooth pastes and tooth washes.....	Lowest rate to any country.

## SCHEDULE B—Continued

Tariff Item	Article	Preferential Rebate
251 (c)	Cotton canvas shoes of the plimsoll, tennis or gymnasium type, the soles of which, excluding the socking are wholly of rubber: (i) Adult size, 5 and upwards per pair.....	Difference between 30% <i>ad val.</i> , or 1s. 6d. per pair, whichever is greater, and 30% <i>ad val.</i> or 2s. 6d. per pair, whichever is greater.
251 (d)	Unspecified boots and shoes, of any material, including goloshes.....	Lowest rate to any country.
Ex 253 (a)	Rubber water (garden) hose: (i) Plain..... per lb. $\frac{3}{4}$ d. (ii) Armoured..... per lb. $\frac{1}{2}$ d.	
260	Rubber pneumatic tyres and tubes: (a) Tyres, including the weight of the immediate wrapper: (iii) Other than those imported with or for attachment to chassis for bodies to be built in the Union..... per lb. 2d. (b) Tubes for motor vehicles other than motor cycles..... per lb. 1½d. (c) Tubes for motor cycles and cycles..... per lb. 2d.	
261	Rubber tyres, solid: complete or in lengths or in the piece..... per lb. 1d.	
Ex. 263 (a)	(i) Boxes, wooden: empty or in shooks:— for packing citrus fruits..... <i>ad val.</i>	5%
270 (b)	Handles, wooden, for picks, shovels, mechanics' tools, and agricultural implements, except those shaped but otherwise in the rough.....	Lowest rate to any country.
275	Shingles..... <i>ad val.</i>	10%
279	Wood:— (a) Unmanufactured: (i) Softwood (coniferous)..... per 100 super. ft. 9d. (ii) Other..... <i>ad val.</i> 3% (b) Ceiling and flooring boards: planed, tongued and grooved; and parquet flooring.....	Lowest rate to any country.
Ex. 287	Cardboard, linenboard, leatherboard, strawboard and millboard, but not including pulpboard for building purposes.....	Lowest rate to any country.
295	Paper:— (c) Newsprint in reels or in the flat..... <i>ad val.</i> 5% (d) Plain or composite, not elsewhere enumerated:— (i) In the original mill wrappers, flat or folded, not less than 16 inches by 15 inches..... (ii) In reels, including paper in reels used for the monotype typesetting machine.....	Lowest rate to any country. Lowest rate to any country.



SCHEDULE B—*Concluded*

Tariff Item	Article	Preferential Rebate
295	(f) Wrappings (including browns, casings, sealings, nature or ochre browns, sulphites, krafts and bag papers), in original mill wrappers, or in sheets or in rolls, when the weight of the paper at a size of 29 ins. by 45 ins., or its equivalent, is not less than 30 lb. per ream of 480 sheets, but not including waxed, oiled, greaseproof, vegetable and imitation parchment and cover paper for use in the process of manufacturing boots and shoes, and printed papers, cartridge papers, and tinfoil and similar metallic papers.....	Lowest rate to any country.
Ex. 296 (k)	Unspecified printed, ruled, lithographed and embossed matter (not being metal and not including embossed paper serviettes, d'oyleys and paper mats).....	Lowest rate to any country.
Ex. 335	Ice chests..... <i>ad val.</i> Wire gauze (mosquito and fly netting)..... <i>ad val.</i> Pulpboard and wallboard.....	5% 5% Lowest rate to any country.

### IMPERIAL ECONOMIC CONFERENCE AGREEMENTS GIVEN ROYAL ASSENT

The trade agreements entered into between Canada on the one hand and the United Kingdom, the Union of South Africa, the Irish Free State, and Southern Rhodesia, on the other hand, were given Royal Assent in Canada by the Right Honourable the Deputy of the Governor General on November 25, 1932. The articles of the trade agreement between Canada and the United Kingdom with the new Schedule of preferences on Canadian goods were published in *Commercial Intelligence Journal* No. 1502 (November 12). Corresponding information on the trade agreement between Canada and the Union of South Africa is given in the present issue of the *Commercial Intelligence Journal*. The articles of the trade agreements with the Irish Free State and with Southern Rhodesia will be published in later issues of the *Commercial Intelligence Journal*.

### FAR EAST MARKET FOR PRINTING AND LITHOGRAPHIC INKS

*Contributed by the Canadian Trade Commissioners in the Far East*

Tokyo, November 4, 1932.—In the development and utilization of the printing and lithographic arts, China, owing to the general illiteracy of her people, is backward, and inks are to a large extent imported. In Japan, on the other hand, the consumption of printed matter is greater than that of any other country, with the exception of the United States, Canada, and Great Britain, and apart from certain litho inks, the demand can be filled from domestic sources of supply.

The United States, Great Britain, and Germany are the chief external sources of supply. In some cases the brands have been long established and are strongly entrenched in the markets; in others the prices are so low as to make competition from a new source very difficult. Printing and lithographic inks to the value of over \$300,000 are imported into Canada annually; and exports from the Dominion are negligible.

There are, however, certain colours made from Canadian minerals, which, in the following description of the trade, a technical expert will be able to recognize.

IMPORTS INTO THE FAR EAST

	1931	Jan.-June, 1932
China .. . . .	G\$ 936,000*	G\$161,320
Hongkong .. . . .	201,600	76,922
Japan .. . . .	112,311	47,700
	<hr/>	<hr/>
	G\$1,249,911	G\$285,942

\* This included all printing and lithographic materials, of which about 75 per cent were inks.

Figures for Manchuria have not been included separately in the above table; they are very small, and are already included in the Chinese returns. Returns from the port of Dairen for 1930 show that G\$60,000 worth was imported through that port, of which fully 90 per cent came from Japan.

Approximately two-thirds of the Hongkong imports are re-exported, chiefly to South China, so that duplication exists when they are re-entered in Chinese statistics. Another subtraction from the total trade of the outside world with the countries of the Far East must be made for the exports from Japan to other countries within the area, for, since the Far East is being treated as a unit, trade among divisions of that unit must be discounted.

These exports, from Japan to China and Hongkong, amounted to approximately G\$378,394 in 1931, and to G\$40,834 in the first six months of 1932. The net importation from countries foreign to the Far East was therefore approximately as follows: 1931, G\$637,511; 1932 (January to June), G\$201,891.

Almost 70 per cent of all these imports—exclusive of exports from Japan to other Far East countries—came from the United States, followed by Germany and Great Britain.

DOMESTIC PRODUCTION AND EXTENT OF THE MARKET

*Japan.*—According to the official statistics of the Department of Commerce and Industry, the total Japanese production of ink during 1930 was 14,282,932 pounds valued at G\$2,806,345. Of this amount, a good proportion would undoubtedly be Japanese-style and foreign-style writing inks, but the fact that Japanese exports are extensive—G\$389,500 in the course of that year—and the import statistics in other countries credit Japan, when the figures are subdivided into printing inks and writing inks, mostly with the former, shows that the residue left from the total for printing and litho inks alone must be considerable. There are a great many Japanese producers, who have been listed, together with the prices of their various inks, in a confidential appendix to this report, which may be obtained on application to the Department of Trade and Commerce, Ottawa (quote file No. 11715).

There is very little demand for imported printing ink, owing to the fact that Japan is now producing a good-quality product of this type. Gravure ink and offset lithograph inks are in fair demand; the trade has become accustomed to the present sources of supply.

Of the different countries supplying Japanese needs in certain inks, the United States and Germany supply reds and blues, the United States and France good-quality black inks, and the United States gravure and tinplate inks.

*China.*—There is no way of ascertaining the production in China of printing or lithographing ink. However, that of the former must be very large, as much the larger part of the news and printing inks in use are manufactured locally. Lithographing inks are imported for the most part; some of poor quality are made locally.



There are at least twelve important manufactories of news and printing inks in Shanghai alone. Some of these are in charge of foreign technical experts, and they are naturally encouraged by the larger chemical and oil firms, who are interested in selling them their required raw materials such as carbon black, litho varnish, soda ash, mineral oils, aluminum sulphate, and lake colours.

As has been stated, there is a very small newspaper and magazine circulation in China as compared to that in Japan, although it has been growing very much in the last few years. There are at present between 300 and 400 dailies and weeklies published throughout China, but most of these are small, and have a very limited circulation. The largest Chinese papers are in Shanghai, where one has a daily circulation of 150,000, and another one follows with about 50,000. There is also a paper in Canton with an estimated circulation of 40,000.

In time, with the quickening interest in national and international affairs, higher standards will create a demand for better-quality ink, and may provide an opportunity for foreign brands. In the meantime, the English language papers are the only buyers.

In Hongkong it is computed that the twelve Chinese papers and the four English dailies use approximately 10,000 pounds of printing ink a month. Some of the ink used is the cheap, poor-quality product manufactured in and around Canton.

The trade in lithographing ink is to a large extent controlled by one American manufacturer, who has branches in different important trading centres in China.

#### SPECIAL AREAS IN THE FAR EAST

The Far East for trading purposes may be conveniently divided into the following areas: (1) Hongkong, including South China; (2) Central China, with headquarters at Shanghai; (3) North China, with Tientsin as its business centre; (4) Manchuria, approached through Dairen; (5) Japan. In each of these areas it is advisable to have a separate representative. In Japan, a single representative in either Kobe, Osaka, or Tokyo is generally sufficient, provided that such a representative has connections in the other parts of the Empire. Shanghai at present imports 60 per cent of the total Chinese requirements. Hongkong is next in importance, followed by Tientsin, and finally Dairen, where the little trade to be had is largely in Japanese products.

#### CUSTOMS TARIFFS

In China, printing and lithographic inks are dutiable at 12½ per cent ad valorem.

The Japanese tariff is as follows:—

Inks for printing—

A. In liquid or paste:

A-1. In barrel:

a. Black . . . . . ¥3.45 per 133 lbs.

b. Other . . . . . 25 per cent ad val.

A-2. Other . . . . . ¥21.50 per 133 lbs., incl. receptacles

B. Solid . . . . . ¥111.00 per 133 lbs.

Other . . . . . 25 per cent ad val.

The same rates of duty exist in Manchuria as in China, although with the introduction of a separate tariff, some changes may be made. However, if shipping to Dairen only, there is no duty, as Dairen, like Hongkong, is a free port.

#### PRICES

Inks of domestic manufacture in South China and Hongkong, used largely for cheap job printing and the printing of the cheaper newspapers, cost in the neighbourhood of 4 cents Canadian per pound. The better-class job printers, however, would never use this type of ink.

The grades of newsprint ink most in use sell at  $7\frac{1}{4}$  cents Canadian per pound. Most of these inks are of American manufacture. The prices of both English and American lithographic inks are about the same, as follows:—

Fine black . . . . .	Hk.\$3.00 per pound
White . . . . .	1.50 per pound
Coloured . . . . .	1.60 to 4.00 per pound

In Shanghai the prevailing prices are as follows:—

*News ink—*

- Domestic, 19-27 cents Mex. per pound delivered.
- American, 38 cents Mex. per pound delivered.
- English,  $4\frac{3}{4}$ d. per pound f.o.b.
- German,  $3\frac{3}{4}$ -4d. per pound f.o.b.

*Printing ink—*

- Domestic, 25-55 cents Mex. for ink used in printing cheap Chinese books; \$0.35-\$1.55 Mex. for cheap job printing; \$2.00 Mex. for special quality.
- American, \$1.17 Mex. per pound for cheap job printing.
- English, \$1.20 Mex. per pound for cheap job printing.
- German, \$1.20 Mex. per pound for cheap job printing; \$0.33 Mex. for cheap Chinese book-printing ink.

The average price paid by a leading job printer for the great bulk of the ink used by him was reported to be from Mex. \$3.25 to Mex. \$3.50 per pound, delivered.

The prevailing price of printing ink in Japan is as follows:—

That at 75 sen per pound is in the greatest demand, although the Japanese product is manufactured from as low as 20 sen per pound to as high as 3 yen per pound. American black ink sells at 34 sen per pound. This ink is very popular among the Japanese consumers. Japanese black ink sells at about 35 sen per pound.

The prices of gravure and offset lithographic ink vary according to quality, and the sale of these types of foreign ink chiefly depends on brand and the reputation already established by these inks. The lowest price is 30 sen per half-kilo. Imported ink is being sold at nearly the same price as Japanese ink. As previously stated, prices of various brands of ink are given in a confidential appendix to this report, and may be obtained upon application to the Department of Trade and Commcree, Ottawa.

TRADE MARKS AND CONTAINERS

The provision of a special trade mark or "chop" is not so important in this business as it is for other lines in China, because the people controlling purchases are as a rule well educated. Practically all the imported inks on the market are known by the name of the manufacturer or the name of the local distributing firm. Although many of them have a distinctive trade mark, it is generally only the one employed on the home market. All inks sold in Shanghai appear to be sold in tins ranging from 1 pound to 40 pounds, the latter particularly in the case of news inks.

In Hongkong, however, news ink is sold in drums containing an average of 470 pounds, whereas lithographic ink sells in tins of 1, 2, 5, and 10 pounds, the 5-pound size being the most common.

Since the "chop," or trade mark, has never been so important in ordinary trade in Japan as in China, the same remarks as have been made above naturally apply to the Japanese trade as well.

TYPE OF COMPETITION IN THE FIELD

As has previously been stated, there is one American concern which practically dominates the whole field in the Far East. It is estimated that about



70 per cent of the total imports come from this one firm or its affiliates through its branch offices in Shanghai and Hongkong. These branch offices are staffed by experts, who naturally can do a great deal more to establish the brand than could a mere agency. Japanese inks, of course, enter in fairly large volume because of the cheaper price. But those familiar with the trade state that it would be well-nigh impossible to compete with this lower-quality business. For the medium qualities, American, German, and English quotations are very low. A new firm entering the field would not only have to meet these prices, but quote even lower at first in order to break into the field. In addition, they would need to obtain representatives who have salesmen thoroughly acquainted with inks, and who know the chief buyers. For the higher quality inks there is very little demand in China, and scarcely more in Japan. For what business in these does exist, the old-established firms are in a very strong position because they possess technical staffs who can render great assistance to the buyer.

#### STEPS IN ENTERING THE MARKET

Any firms in Canada who are interested in the Central China market should write very fully to the Shanghai office in the first instance, quoting their lowest possible prices c.i.f. Shanghai. If it is then found that their inks are sufficiently competitive in price and quality to obtain the interest of reliable agents, they should be prepared to send a senior technical officer to Shanghai in order to complete distributing arrangements, and to assist in placing their product on the market. It is stated with certainty by the Trade Commissioner in Shanghai that, unless this course of action is adopted, it would be impossible to enter the field.

The Canadian Trade Commissioners in the Far East are a unit in stating that, if manufacturers find that they can supply certain inks at prices competitive to those quoted here and in the confidential list, they should send their lowest possible c.i.f. quotations, and at least one sample each of at least one pound, of their various grades, to each of the offices in the Far East in which they are interested.

In the Japanese market, it would be wise to offer important specialties as regards shades or finishes, etc. This is necessary especially when marketing inks in which mineral colours are used, since Japan, from imported raw materials, produces inks of this kind which generally satisfy the demand. The sale of ink also depends largely on the type of pigment used in making the various colours. Colours made from aniline are not in very good demand, since they quickly deteriorate. Japan has not large supplies of native pigments, and as long as such raw materials have to be imported the prepared colours will also to some extent be imported.

### INDUSTRIAL PROFITS IN JAPAN

JAMES P. MANION, ASSISTANT TRADE COMMISSIONER

[Yen values have been retained throughout; present quotation, \$0.2466 Canadian]

Tokyo, November 11, 1932.—An investigation recently carried on among 1,250 leading firms in Japan reveals that 1,040 of these firms report a profit during the first half of the calendar year of 263,600,000 yen, while only 210 show losses aggregating 29,100,000 yen. The net profit among these concerns was therefore 234,400,000 yen, which corresponds to a profit of 6.1 per cent on a paid-up capitalization amounting to 7,654,000,000 yen.

As compared with the first half of 1931, this shows an increase in profit of 14,700,000 yen, and it is an increase of 85,600,000 yen over the last half of the

same year. The number of companies showing losses decreased by 61 from the number in the last half of 1931, and by 31 from those showing losses during the first half.

Various reasons have been advanced for this advantageous position, chief among them being the increase in the tariff giving the industries a better share of the home market, and the decline of the yen, which placed Japan in an excellent export position.

All industries, however, are not equally fortunate. Although the cotton industry generally has had one of the best years in its history—exports for the first ten months of the year amounted to 1,618,000,000 yards of woven cloth, and the profit of 20,808,000 yen shows 11.1 per cent on capitalization—there are yet a number of medium- and small-sized spinning mills which have actually shown a decrease in their profits. The hemp industry, iron and steel, and warehousing are just on the line between profit and loss, while the shipbuilding, shipping, car foundry, and pottery industries are definitely on the losing list, in the same way as the newsprint, printing, and retailing businesses.

On the other hand, brewing, sugar refining, flour milling, spinning generally, cement, woollen textiles, rayon, leather, and the chemical industry all show considerable gains.

In connection with the last-named industry it might be pointed out that since the virtual embargo on the importation of ammonium sulphate, the industries manufacturing fertilizers are expanding their plants, while many industries, such as the electro-chemical, bleaching powder, and rayon, are urging that the curtailment of production decided upon by their respective organizations be withdrawn.

The following table shows the position of the various groups of industries in comparison with the last half of 1931:—

Business	1932 (First Half)		1931 (Last Half)	
	Profit or Loss (In 1,000 Yen)	Percent- age %	Profit or Loss (In 1,000 Yen)	Percent- age %
	Losses are indicated by a minus mark (—)			
Banking . . . . .	68,160	10.0	12,446	1.8
Trust . . . . .	3,305	8.1	2,809	6.9
Spinning . . . . .	20,808	11.1	18,247	9.8
Woollen textile . . . . .	6,648	12.6	5,112	9.7
Hemp . . . . .	107	1.2	— 1,522	....
Rayon . . . . .	3,619	11.9	3,263	11.0
Brewery . . . . .	5,111	13.6	3,945	10.5
Sugar refining . . . . .	2,036	9.3	1,726	7.9
Wheat flour . . . . .	1,191	13.5	676	7.5
Leather . . . . .	426	11.9	— 104	....
Paper . . . . .	3,956	5.5	2,842	3.9
Cement . . . . .	2,603	3.8	2,126	3.1
Pottery . . . . .	— 617	....	150	0.9
Chemical industry . . . . .	5,422	4.6	2,774	2.4
Iron and steel . . . . .	1,233	1.5	— 1,054	....
Copper refining . . . . .	656	2.7	752	3.1
Ship and car building . . . . .	— 3,581	....	— 6,000	....
Machine and machinery . . . . .	2,247	2.6	1,562	1.7
Mining . . . . .	8,775	8.7	4,252	8.7
Commerce (general merchant) . . . . .	4,141	3.3	3,959	3.1
Department store . . . . .	1,305	6.8	2,032	10.6
Stock exchange . . . . .	4,577	8.7	4,252	8.7
Land and building (estate) . . . . .	2,217	2.9	2,170	2.8
Electric power and light . . . . .	60,533	6.6	62,814	6.9
Gas . . . . .	10,474	9.6	9,110	8.3
Railway . . . . .	12,580	6.5	17,203	4.8
Shipping . . . . .	— 1,459	....	— 3,311	....
Warehousing . . . . .	895	2.7	699	2.1
Gum cultivation . . . . .	— 223	....	— 222	....
Miscellaneous . . . . .	7,318	3.8	— 10	....
Total . . . . .	234,476	6.1	148,869	3.9



## MARKET FOR HOPS IN JAPAN

P. V. McLANE, ASSISTANT TRADE COMMISSIONER

Kobe, November 11, 1932.—All the hops that are used in the brewing industry in Japan are imported from abroad. Attempts have been made to grow hops in Japan, but none are produced in Japan proper and only a small amount in Hokkaido. Practically none of these products have been used by the Japanese brewing industry owing to their poor quality, and the same applies to the small crop grown in Manchuria. Although the present native crop is said to be much improved, it is not anticipated that it will be possible to substitute Japanese hops except for the lower quality of hops now being imported.

The importation of hops into Japan, according to official figures, amounted to 1,155,396 pounds valued at 483,788 yen in 1930 and to 694,246 pounds valued at 279,276 yen in 1931. The decrease in imports in 1931 was due in part to an over-supply and in part to the decreased production in the brewing industry. During the first nine months of the present year imports have increased and amounted to 818,774 pounds valued at 384,511 yen. Stocks are said to be relatively low, and a good demand is anticipated for the rest of this year and the beginning of next. The chief source of supply is Germany, and small quantities are imported from Czechoslovakia, the United States, and Holland. American hops are usually imported to supplement those from other sources. German hops have a high reputation with the brewers.

Prices of hops have advanced considerably in Japan due to the depreciated currency. At present the quotation is approximately from 280 yen to 320 yen per 100 kilograms c.i.f. Japan. At the current rate of exchange, which is about 25 cents to the yen, the price is from \$70 to \$80 in Canadian currency per 100 kilograms (220 pounds).

Although European hops are much preferred by Japanese brewers, there appears to be a possibility of an increased demand for hops from North America owing to the shortage of crop in Europe and to the increasing demand in this country. The present time should therefore prove advantageous for the introduction of Canadian hops. Although the buying season, which has already begun, extends into March, samples, prices, and other necessary information from Canadian producers should be forwarded to this office.

## FINAL JAPANESE CROP REPORT

Mr. A. Keith Doull, Assistant Trade Commissioner in Tokyo, writes under date November 9, 1932, that the final figures for Japan's 1932 crops of barley, rye and wheat, which have just been published by the Department of Agriculture and Forestry, show an increase in yield for 1932 as compared with 1931. Of these three cereals, the barley crop was the largest, amounting to 37,566,936 bushels—an increase of 2.6 per cent compared to the 1931 yield; rye to 32,518,394 bushels—an increase of 0.7 per cent; and wheat to 32,228,944 bushels—an increase of 1.4 per cent.

A comparison of the 1932 crop returns with the last five years' average crop shows an increase in barley of 3 per cent and in wheat of 3.8 per cent, and a decrease in rye of 4.6 per cent.

## MANCHURIAN MARKET FOR CANNED FOODSTUFFS

PAUL SYKES, CANADIAN TRADE COMMISSIONER

Dairen, October 28, 1932.—Speaking generally, there is a limited market in Manchuria for canned foodstuffs. On account of the country's temperate climate and agricultural resources there is a substantial production of many types of fruits and vegetables which are available practically throughout the year for general consumption. The absence of continued high temperatures permits also the storage of fruits, vegetables, milk, meats, fish, and other foods for periods which in warmer climates would be out of the question. There is the further point that the average standard of living in Manchuria is extremely low, and that only a small proportion of the population is able to purchase any quantity of such comparatively expensive goods as those prepared for sale in tin containers.

### IMPORT TRADE IN CANNED GOODS

Owing to the necessity of obtaining statistics of imports of canned goods from various sources, accurate data regarding this trade cannot be furnished. Unfortunately also no reliable figures for 1931 are available. A table is given below, however, which shows in some detail and with reasonable accuracy the value of imports into the three ports of Dairen, Newchwang, and Antung for the calendar years 1929 and 1930.

### IMPORTS OF CANNED FOODSTUFFS INTO MANCHURIA, 1929 AND 1930

(Gold Dollars)

	1929	1930
Asparagus . . . . .	\$ 16,363	\$ 7,108
Other vegetables . . . . .	65,277	45,299
Fruits . . . . .	95,459	58,700
Jams and jellies . . . . .	7,652	12,488
Awabi . . . . .	22,824	16,882
Other fish . . . . .	80,567	55,920
Evaporated milk . . . . .	25,030	27,592
Condensed milk . . . . .	94,469	75,421
Butter . . . . .	12,075	9,618
Meats . . . . .	14,122	10,487
Other canned goods . . . . .	108,810	73,202

A large proportion of the imports are of Japanese production, particularly in the case of awabi and other fish, meats, vegetables, jams and jellies, and miscellaneous articles. Only in the case of asparagus, fruits, evaporated milk, condensed milk, and butter do trade returns indicate a regular preponderance of manufactures outside of those from Japan, which are estimated as being roughly 45 per cent of the whole.

### LOCAL PRODUCTION

As far as can be ascertained, there is no production of canned foodstuffs in Manchuria. Were the market larger and the country's industrial development more advanced than it is, the abundant raw materials of South Manchuria would undoubtedly have encouraged a domestic industry. It may, at the same time, be expected that the manufacture of canned fruits and vegetables, if not of other foods, will be undertaken as a local venture in the comparatively early future.

### NOTES ON VARIOUS PRODUCTS

*Fruits.*—The principal demand is for sliced pineapple. Packing in No. 2½ tins is preferred. Slices must be whole and in medium-to-heavy syrup. The Hawaiian product, sold under various brands, has been predominant, but is now giving way to the output of recently established canneries in Formosa.



The demand for peaches, pears, plums, cherries, and other common types is very limited. When in demand, average quality, with packing in No. 2½ tins, is usually specified by importers. The trade in glass containers is very small.

*Vegetables.*—Asparagus is in greatest demand and is customarily ordered in No. 2½ tins. A white colour and long stalks are preferred to all other qualities. United States brands dominate the market. Beans, peas, beets, carrots, and even corn and tomatoes are seldom imported, the supply of both fresh and dried vegetables being adequate for all ordinary market requirements.

*Fish.*—Practically all the imports of canned fish are of Japanese manufacture. Salmon, crab, shellfish, and numerous other types are in heavy demand. While small quantities of sardines, herring, shrimps, and other varieties are imported from abroad, the demand for these is very restricted, not only by Japanese competition but by local production of fresh, dried, and salted fishery products.

*Milk.*—As noted in a detailed report on the local market for tinned milk (see *Commercial Intelligence Journal* No. 1469: March 26, 1932), the Manchurian market for this product is largely in the hands of United States and European suppliers, but Japanese products are being sold in steadily increasing quantities. The policy of several of these interests in shipping on consignment and adopting price-cutting sales methods has robbed the market of any current value.

*Butter.*—There is a regular trade into South Manchuria in tinned butter. Australian and United States brands are best known to retailers. Half-pound and one-pound tins are required. Until larger markets demand similar packing, it is not considered that Canadian producers will be justified in putting up a special pack for this territory alone.

*Jams and Jellies.*—Japanese, United States, and Australian jams have been sold in Manchuria for several years. The total annual demand is small, and Japanese supplies are obtaining an increasingly large share of the market.

*Meats and Soups.*—The trade in tinned and potted meats and in soups is of little interest to overseas producers. Local supplies of good-quality fresh meat are adequate for all normal requirements, while soups are in general too expensive to permit of large sales.

#### CURRENT MARKET CONDITIONS

It is due not only to Japan's proximity and extensive commercial relations with Manchuria, but also to the rapid development of her canning industry, that she now enjoys a large proportion of the local import trade in canned foodstuffs. The current year has seen a consolidation of Japan's position as the chief supplier of these products, this, of course, having been greatly assisted by the exchange situation whereby Japanese lines are now selling at approximately half of their gold dollar prices of a year ago.

United States products have been established in the market for a number of years and are well known by their brands. While sales have fallen off considerably, the persistent demand for such lines as asparagus, pineapple, California sardines and milk still permits of the maintenance of a regular trade, and its continuance has undoubtedly been aided by price concessions and the granting of easy terms to buyers and agents.

With trading conditions generally depressed, an adverse exchange market and serious competition to be faced, the outlook for Canadian canned foodstuffs in Manchuria is, temporarily at least, an unsatisfactory one.

SUMMARY OF THE TRADE OF CANADA: MONTH, SEVEN MONTHS, AND TWELVE MONTHS ENDING OCTOBER, 1932  
(Compiled by External Trade Branch, Dominion Bureau of Statistics)

Main Groups	Month of October, 1932				Seven Months ending October, 1932				Twelve Months ending October, 1932			
	Total Imports	From United Kingdom	From United States	To United States	Total Imports	From United Kingdom	From United States	To United States	Total Imports	From United Kingdom	From United States	To United States
	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
<i>Imports for consumption</i>												
Agricultural and Vegetable Products.....	8,224,632	1,853,949	2,378,674	593,346	52,999,754	8,781,372	19,156,512	149,952,127	103,871,482	22,802,700	35,656,275	7,044,028
Animals and Animal Products.....	1,425,316	252,863	753,398	927,001	9,733,573	1,363,743	5,426,558	67,500,576	17,912,404	2,408,063	10,029,248	16,827,316
Fibres, Textiles and Textile Products.....	5,428,304	2,136,372	2,199,685	32,911	36,486,978	14,575,436	13,225,843	8,022,083	70,014,108	27,003,319	26,047,822	1,038,807
Wood, Wood Products and Paper.....	1,906,656	370,005	1,363,727	8,902,952	12,736,512	2,180,932	9,205,412	736,696	24,179,644	8,488,439	18,379,468	112,477,311
Iron and its Products.....	4,288,309	1,144,747	3,744,447	162,868	37,744,447	7,798,346	28,070,196	59,692,236	71,181,633	12,774,889	55,034,288	4,872,187
Non-Ferrous Metals and their Products.....	1,654,864	401,002	1,114,494	1,303,143	11,571,134	2,112,287	8,381,894	9,749,488	23,789,096	3,525,109	18,389,618	22,333,562
Non-Metallic Minerals and their Products.....	8,625,559	1,174,374	6,261,003	4,065,190	59,909,465	8,805,539	41,733,270	3,144,853	98,529,363	11,443,587	73,092,062	1,039,471
Chemicals and Allied Products.....	2,769,951	484,461	1,829,934	431,287	16,900,021	2,703,727	10,469,938	2,755,519	28,913,870	4,509,030	18,146,875	4,349,129
Miscellaneous Commodities.....	2,770,334	489,740	1,791,713	563,786	20,653,316	3,197,360	14,284,504	3,445,999	34,693,095	5,791,576	23,710,199	3,084,297
Total Imports, 1932.....	37,094,525	8,277,513	20,626,212	593,346	258,735,200	51,618,742	149,952,127	473,084,805	103,871,482	83,806,802	278,485,855	178,617,596
1931.....	45,832,572	8,263,945	26,566,015	364,154,299	364,154,299	64,083,719	293,153,047	120,449,924	677,500,576	120,449,924	424,324,270	272,328,494
1930.....	78,358,351	13,356,545	48,320,267	593,206,418	593,206,418	93,131,187	383,235,795	1,064,915,334	1,064,915,334	166,344,313	697,433,185	428,482,234
<i>Exports (Canadian Produce)</i>												
Agricultural and Vegetable Products.....	30,638,134	19,978,112	593,346	593,346	124,070,222	68,047,689	2,390,127	8,022,083	211,176,931	110,424,654	7,044,028	7,044,028
Animals and Animal Products.....	4,877,694	1,466,589	927,001	927,001	32,104,928	18,775,873	8,022,083	8,022,083	58,290,769	29,066,514	16,827,316	16,827,316
Fibres, Textiles and Textile Products.....	11,399,136	3,243,936	32,911	32,911	76,208,009	8,654,940	736,696	736,696	5,062,409	1,393,833	1,038,807	1,038,807
Wood, Wood Products and Paper.....	2,238,527	1,152,143	8,902,952	8,902,952	10,784,352	3,252,150	1,235,463	1,235,463	142,898,842	12,365,449	12,365,449	12,365,449
Iron and its Products.....	3,890,288	1,441,748	1,303,143	1,303,143	17,518,056	7,522,965	9,749,488	9,749,488	15,487,446	4,872,187	2,233,562	2,233,562
Non-Ferrous Metals and their Products.....	1,064,277	212,575	4,065,190	4,065,190	5,557,803	665,214	3,144,853	3,144,853	50,880,083	14,190,325	22,833,316	22,833,316
Non-Metallic Minerals and their Products.....	215,324	215,324	215,324	215,324	6,662,520	1,806,480	2,755,519	2,755,519	10,862,108	1,039,471	5,896,435	5,896,435
Chemicals and Allied Products.....	1,121,822	375,013	1,829,934	1,829,934	6,859,138	2,123,997	3,445,999	3,445,999	11,074,415	3,084,297	4,349,129	4,349,129
Miscellaneous Commodities.....	56,626,095	26,886,091	13,383,445	13,383,445	290,808,964	110,740,375	91,172,464	91,172,464	516,088,451	179,509,935	178,617,596	178,617,596
Totals, 1932.....	55,537,917	20,355,212	20,065,603	20,065,603	351,054,815	105,274,165	147,741,542	147,741,542	634,504,116	177,291,432	272,328,494	272,328,494
1931.....	82,781,428	25,719,211	31,787,613	31,787,613	516,233,366	147,229,232	225,073,611	225,073,611	945,614,514	251,259,322	428,482,234	428,482,234
<i>Exports (Foreign Produce)</i>												
Totals, 1932.....	534,279	63,455	408,591	408,591	4,306,793	533,742	3,325,807	3,325,807	8,766,154	990,031	6,925,479	6,925,479
1931.....	996,082	100,683	788,738	788,738	6,761,854	462,810	5,564,518	5,564,518	12,765,878	1,086,277	10,275,542	10,275,542
1930.....	1,516,504	149,542	1,190,050	1,190,050	11,281,357	817,338	9,551,437	9,551,437	20,834,245	1,407,799	17,823,295	17,823,295
<i>Excess of Imports (i) or All Exports (e)</i>												
1932.....	(e) 20,065,849	(e) 18,672,033	(i) 6,834,176	(i) 6,834,176	(e) 36,380,557	(e) 59,755,375	(i) 55,453,856	(e) 51,779,800	(e) 51,779,800	(e) 86,603,164	(i) 92,942,780	(i) 92,942,780
1931.....	(e) 10,601,427	(e) 12,161,960	(i) 5,721,674	(i) 5,721,674	(e) 6,337,630	(e) 41,653,256	(i) 69,846,987	(e) 90,230,582	(e) 90,230,582	(e) 57,927,785	(i) 141,720,234	(i) 141,720,234
1930.....	(e) 5,339,551	(e) 12,512,208	(i) 15,342,604	(i) 15,342,604	(e) 65,691,695	(e) 54,915,383	(i) 148,610,747	(e) 88,466,575	(e) 88,466,575	(e) 86,322,808	(i) 251,127,656	(i) 251,127,656



**IMPORTED MEAT TRADE OF THE UNITED KINGDOM**

W. A. WILSON, ANIMAL PRODUCTS TRADE COMMISSIONER

MEAT IMPORTS

London, November 15, 1932.—The total volume and value of all meat imports (except poultry and game) for the first nine months of 1932 and the corresponding period of the two preceding years were:—

	1930	1931	1932
Cwts . . . . .	23,259,891	25,453,740	25,319,417
Value . . . . .	£83,857,633	£68,750,319	£60,153,913

While the volume in 1932 is greater than in 1930 by over 2,000,000 cwts., the value is less by £23,700,000.

Separating the respective meats for the same two periods, the volume of bacon imports is greater in 1932 by just under 2,000,000 cwts., and its value is £9,300,000 less.

The imports of frozen mutton and lamb are 500,000 cwts. greater and the value £3,200,000 less.

The imports of beef (chilled, frozen, tinned, etc.) are only 390,000 cwts. less, but the value dropped by almost £8,000,000.

The great volume of imports, with every prospect of its expansion, and the rapidly declining values, has created a determination in the public mind to limit importations.

WHOLESALE PRICES

A proper conception of the competition in the sale of live stock products is afforded by a study of the wholesale prices of meats on November 10, on the London Provision Exchange, and at Smithfield Market. Fully 85 per cent of the beef sold in the London area is chilled and frozen. The percentage of foreign bacon is about the same. The prices listed below are better than those that have been quoted for some weeks:—

*Bacon*

Country of Origin	No. 1 Sizeable		No. 2 Sizeable	
	Shillings per Cwt.	Cents per Lb.	Shillings per Cwt.	Cents per Lb.
Canadian . . . . .	54	89 <sup>1</sup> / <sub>10</sub>	53	87 <sup>1</sup> / <sub>10</sub> —89 <sup>1</sup> / <sub>10</sub>
Danish . . . . .	56	91 <sup>1</sup> / <sub>5</sub>	55	9
Dutch . . . . .	50	81 <sup>1</sup> / <sub>5</sub>	49	81 <sup>1</sup> / <sub>10</sub>
Estonian . . . . .	51	82 <sup>1</sup> / <sub>5</sub>	50	81 <sup>1</sup> / <sub>5</sub>
Latvian . . . . .	51	82 <sup>1</sup> / <sub>5</sub>	50	81 <sup>1</sup> / <sub>5</sub>
Lithuanian . . . . .	50	81 <sup>1</sup> / <sub>5</sub>	49	81 <sup>1</sup> / <sub>10</sub>
Polish . . . . .	50	81 <sup>1</sup> / <sub>5</sub>	49	81 <sup>1</sup> / <sub>10</sub>
Swedish . . . . .	56	91 <sup>1</sup> / <sub>5</sub>	55	9

Country of Origin	Shillings per Stone of 8 Lbs. Minimum		Shillings per Stone of 8 Lbs. Maximum	
	Shillings	Cents per Lb.	Shillings	Cents per Lb.
<i>Beef (Chilled)</i>				
Argentine H. Qrs. . . . .	3/8	81 <sup>1</sup> / <sub>10</sub>	4/6	102 <sup>1</sup> / <sub>10</sub>
Argentine F. Qrs. . . . .	2/6	57 <sup>1</sup> / <sub>10</sub>	2/8	62 <sup>1</sup> / <sub>10</sub>
Uruguayan H. Qrs. . . . .	3/8	81 <sup>1</sup> / <sub>10</sub>	3/10	82 <sup>1</sup> / <sub>10</sub>
Uruguayan F. Qrs. . . . .	2/3	53 <sup>1</sup> / <sub>10</sub>	2/5	52 <sup>1</sup> / <sub>10</sub>
S. African H. Qrs. . . . .	3/8	81 <sup>1</sup> / <sub>10</sub>	4/0	92 <sup>1</sup> / <sub>10</sub>
S. African F. Qrs. . . . .	1/10	41 <sup>1</sup> / <sub>5</sub>	2/0	42 <sup>1</sup> / <sub>10</sub>

<i>Beef (Frozen)</i>				
Australian H. Qrs . . . . .	2/0	43 <sup>1</sup> / <sub>5</sub>	2/2	5
Australian Crops . . . . .	1/6	31 <sup>1</sup> / <sub>5</sub>	1/7	37 <sup>1</sup> / <sub>10</sub>
New Zealand H. Qrs. . . . .	2/0	41 <sup>1</sup> / <sub>5</sub>	2/2	43 <sup>1</sup> / <sub>5</sub>
New Zealand F. Qrs. . . . .	1/5	31 <sup>1</sup> / <sub>5</sub>	1/6	31 <sup>1</sup> / <sub>5</sub>

WHOLESALE PRICES—*Concluded*

Country of Origin	Shillings	Cents	Shillings	Cents
	per Stone of 8 Lbs. Minimum	per Lb.	per Stone of 8 Lbs. Maximum	per Lb.
<i>Mutton</i>				
New Zealand wethers . . . . .	2/6	5 <sup>7</sup> / <sub>10</sub>	3/0	6 <sup>4</sup> / <sub>10</sub>
New Zealand ewes . . . . .	1/10	4 <sup>3</sup> / <sub>10</sub>	2/2	4 <sup>3</sup> / <sub>10</sub>
Australian wethers . . . . .	1/10	4 <sup>3</sup> / <sub>10</sub>	2/4	5 <sup>3</sup> / <sub>10</sub>
Argentine wethers . . . . .	1/10	4 <sup>3</sup> / <sub>10</sub>	2/6	5 <sup>7</sup> / <sub>10</sub>
<i>Lamb</i>				
New Zealand . . . . .	3/4	7 <sup>7</sup> / <sub>10</sub>	4/2	9 <sup>3</sup> / <sub>10</sub>
Australian . . . . .	3/0	6 <sup>9</sup> / <sub>10</sub>	4/0	7 <sup>7</sup> / <sub>10</sub>
Argentine . . . . .	2/6	5 <sup>7</sup> / <sub>10</sub>	4/0	7 <sup>7</sup> / <sub>10</sub>
<i>Pork</i>				
New Zealand . . . . .	3/4	7 <sup>7</sup> / <sub>10</sub>	3/8	8 <sup>1</sup> / <sub>2</sub>
Australian . . . . .	3/4	7 <sup>7</sup> / <sub>10</sub>	3/8	8 <sup>1</sup> / <sub>2</sub>
Argentine . . . . .	3/0	6 <sup>9</sup> / <sub>10</sub>	3/4	7 <sup>7</sup> / <sub>10</sub>
Sows . . . . .	2/2	5	2/4	5 <sup>3</sup> / <sub>10</sub>

Rate of exchange \$3.70.

LIMITATION OF IMPORTS

British agriculture is essentially based on live stock. About 75 per cent of the gross output from farms is represented by live stock and live stock products. As a whole it still furnishes well over one-fifth of the demand for British manufacturers, and the limitations imposed upon the production of primary products by the heavy tonnage of imports of cheap meats have reacted disastrously on the agricultural community. Many farmers have exhausted their reserves and their credit. All live stock is being sold at a loss in competition with imported meats:

Following urgent representations, the Minister of Agriculture on November 8 announced the policy of the Government for assisting the home live stock industry. This, briefly, is to at once limit supplies. The South American imports of mutton and lamb are to be cut by 20 per cent and of chilled beef by 10 per cent; and if in the next few weeks sale prices of the latter do not respond adequately, the importers will reduce marketings, if necessary, by 20 per cent. Australia and New Zealand have agreed to curtail their shipments of mutton and lamb by 10 per cent during November and December, compared with the corresponding period of 1931.

The situation has been explained to the representatives of foreign countries (United States, Denmark, Russia, Poland, Estonia, Latvia, Lithuania, Belgium, Holland, Sweden, Norway, and Finland) which are sources of supply for bacon and hams, and a proposal has been presented to them for not less than a 20 per cent limitation to come into effect immediately.

Legislation is in contemplation to give effect to the recommendations contained in the report of the Reorganization Committee for the Marketing of Pigs and Pig Products, and which embraces a quota on bacon imports.

On the basis of 1931 November and December imports the agreed reductions will represent:—

Country of Origin	Product	Per Cent Reduction	Reduction Cwts.
South America . . . . .	Chilled beef . . . . .	10	139,900
South America . . . . .	Mutton and lamb . . . . .	20	50,300
New Zealand . . . . .	Mutton and lamb . . . . .	10	31,300
Australia . . . . .	Mutton and lamb . . . . .	10	53,400
Foreign . . . . .	Bacon . . . . .	20	367,000
Total . . . . .			641,900

If the 20 per cent reduction is made in chilled beef, the imports will be reduced another 139,900 cwts.



## BRITISH INDUSTRIES FAIR (BIRMINGHAM), 1933

Mr. Douglas S. Cole, Canadian Trade Commissioner in Bristol, writes under date November 15 that with reference to the British Industries Fair, 1933, concerning which a general notice appeared in *Commercial Intelligence Journal* No. 1498 (October 15, 1932), detailed information is now available regarding the various groups and classifications of exhibits comprising the Birmingham section, which is organized and controlled by the Birmingham Chamber of Commerce under the aegis of the Birmingham City Council.

This section of the fair is devoted to the heavy industrial and engineering trades, and the grouping of exhibits, which, in order to be eligible for inclusion, must be manufactured or produced mainly within the Empire, is as follows: hardware, ironmongery, and brassfoundry; general heating and cooking; gas; building and decoration; metals (ore and semi-manufactured, excluding precious metals); transport; quarry, roads, and mining; engineering; electricity; and services.

In 1932 the number of exhibitors at the Birmingham section of the British Industries Fair totalled 1,027, the exhibition buildings covering an area of thirteen acres with a frontage of seven miles. During the past year more than \$100,000 has been expended on extensions and improvements.

Under the direction of the Canadian Government Exhibition Commission, Canadian firms have for several years participated in both the London and Birmingham sections of the British Industries Fair, and they are strongly urged to avail themselves of the facilities afforded by the coming exhibitions, particularly in view of the conclusion of the Ottawa agreements. In addition to the valuable publicity which their products will receive, and which it would be very difficult to duplicate at any trade exhibitions of a similar nature, Canadian exhibitors are assured of the active co-operation of the Trade Commissioner Service during the duration of the fairs, February 20 to March 3, inclusive.

Canadian firms desiring space or further information should apply either to the Department of Trade and Commerce, Ottawa; Mr. J. O. Turcotte, Canadian Government Exhibition Commissioner, Canadian Building, Blackburn Road, London, N.W. 6, England; or (as respects the Birmingham Fair) to the Canadian Trade Commissioner, Northcliffe House, Colston Avenue, Bristol, England.

## LIFE INSURANCE IN NEW ZEALAND

H. L. E. PRIESTMAN, ACTING TRADE COMMISSIONER

Auckland, October 29, 1932.—Life insurance is written by two main classes of companies in New Zealand, namely, local and foreign, the latter including all offices the principal place of business of which is situated outside the Dominion of New Zealand.

Composite offices doing life, fire, accident, and other forms of insurance operate under provisions requiring the life and annuity business to be treated as a separate fund.

There were twelve life assurance offices operating in New Zealand at the end of 1929, three being purely New Zealand institutions, seven with head offices in Australia, and two in England. Included in the New Zealand companies is the Government Life Insurance Office, operated by the New Zealand Government.

Industrial policies (as well as ordinary life policies) are written by five of the companies. The total sum assured at the end of 1929 was £13,141,130 under industrial policies, and £92,130,289 under ordinary life policies, a total of £105,271,419 for all operating companies.

Policies existing at the end of the year represented a rate of 270 per 1,000 of population for 1919 and 375 per 1,000 for 1929. The sum assured rose from £45.6 per head of population in 1919 to £74.2 per head in 1929. By comparison, the insurance per head of estimated population in Canada is shown in the *Canada Year Book* as \$614 in 1929, so the amount of protection of this nature is relatively much smaller in New Zealand. This may lead to the inference that the New Zealand market for insurance is capable of much more extensive development, but, on the other hand, the high proportion of the farming community compared with the business and manufacturing community may have a considerable bearing on the question.

#### ESTABLISHING NEW COMPANIES IN NEW ZEALAND

It is conceivable that Canadian life insurance companies might be interested in this field, because of the low rates of exchange which render it possible to purchase acceptable New Zealand and other securities at attractive prices with Canadian dollars, and the following statement has therefore been obtained from authentic sources setting out the steps required to be taken by a Canadian life insurance company before commencing business in New Zealand.

Under the provisions of Section 3 of the Life Insurance Act, 1908, as amended by Section 2 of the Life Insurance Amendment Act, 1921-22, it would be necessary for a company before transacting any business in New Zealand to deposit with the Public Trustee money or securities to the amount of £5,000 and to a further amount of £5,000 for every £100,000 or part thereof by which the total amount assured by its policies current in its New Zealand business exceed £100,000, until the total amount secured by the money or securities amounts to £50,000, which is the maximum amount of compulsory deposit. The securities referred to are mortgages of real estate in New Zealand, New Zealand or Australian Government securities, Imperial Government securities, and Harbour Board or Municipal Corporation securities. Further particulars relating to these compulsory deposits will be found in the Acts mentioned. By Section 34 of the Life Insurance Act, 1908, it would be necessary for the company before doing business in New Zealand to appoint a general agent here by power of attorney, and such power of attorney must stipulate and agree on the part of the company that any lawful process against the company which is served on such general agent shall be of the same legal force and validity as if served on the company. In every policy, moreover, issued by a foreign company to persons resident in New Zealand, it must be expressly stated that the company will abide by the decision of the Supreme Court of New Zealand.

Under the provisions of Section 188 (1) (b) of the Stamp Duties Act, 1923, as amended by Section 21 of the Finance Act, 1930, every foreign insurance company must pay an annual licence fee of £300, and it is unlawful for such a company to carry on business in New Zealand without such annual licence.

There is no stamp duty payable in New Zealand on the individual policies issued.

So far as income tax is concerned, section 77 of the Land and Income Tax Act, 1923, provides that every person, other than an absentee, who has effected an insurance on his own life for his own benefit or for the benefit of his children, shall be entitled to a deduction by way of special exemption from his assessable income of the amount of premiums paid in the income year in respect of that insurance. The deductions so allowed must not, however together with any similar deductions on account of contributions to certain superannuation and provident funds (referred to in Section 77), exceed 15 per cent of the assessable income. No distinction in this matter is made between New Zealand and foreign insurance companies.



Part IX of the Companies Act, 1908, also affects foreign companies, including insurance companies, and provides that every foreign company shall have an office or place of business in New Zealand and shall deposit copies of the power of attorney appointing its representative here, in the offices of the Supreme Court in each district in which it carries on business. These provisions are in addition to the requirements of the Life Insurance Act, 1908.

It may also be pointed out that if life insurance moneys form part of the dutiable estate of a deceased person, limited exemption from death duty is provided in respect of £1,000 of such moneys. This exemption is provided for by the Death Duties Amendment Act, 1925, an amendment of the Death Duties Act, 1921.

These are the main provisions affecting life insurance companies of the Acts mentioned, and should any insurance company desire further details, copies of the relevant Acts could be obtained at a small expense through the Canadian Trade Commissioner, Auckland, New Zealand.

#### TYPES OF POLICY IN FAVOUR IN NEW ZEALAND

The types of policy most favoured in New Zealand appear to be straight life and endowment. The limited-payment life policy is not apparently offered to any extent, and the set-up of policies follows the English rather than the Canadian style, as alternative benefits, surrender values, and details of assured's family history and application form are not usually embodied in the policy.

Group insurance, pension policies, and monthly income policies are features common to Canadian insurance practice that are practically unknown in New Zealand, so it is reasonable to suppose that as soon as some definite improvement in general business takes place, life insurance in more varied forms will be offered more generally by at least some of the companies operating in New Zealand.

### ECONOMIC CONDITIONS IN JAMAICA

F. W. FRASER, CANADIAN TRADE COMMISSIONER

Kingston, November 16, 1932.—On the whole, Jamaica's import trade has been keeping up fairly well, considering the prevailing depression. The following are official figures, showing total imports into the island by countries, during the nine months ending September 30, 1931, and September 30, 1932, respectively:—

From:	1931		1932	
	£	Per Cent	£	Per Cent
United Kingdom . . . . .	975,457	27.9	1,385,146	41.8
United States . . . . .	1,066,423	30.3	604,243	18.0
Canada . . . . .	633,963	18.0	492,755	15.0
Japan . . . . .	26,867	0.8	107,328	3.2
Other countries . . . . .	806,130	23.0	727,482	22.0
Total . . . . .	3,508,840	100.0	3,316,954	100.0

Imports under "other countries," as shown above, include considerable purchases from several parts of the Empire, such as fish from Newfoundland, cotton from New Zealand, gunny sacks and rice from India, gasoline from Trinidad, and rice from British Guiana; so that actually the percentage of Jamaica's import trade with the British Empire was greater than as disclosed in this table. The imports from Japan, which were much heavier during the third quarter of 1932 than during either of the two preceding quarters, were composed chiefly of rubber-soled boots and shoes and silk piece goods, also some cotton hosiery and sundry items of apparel.

Jamaica has bought more from the Empire in 1932 than in 1931. It will be observed that there has been in the former year a notable shift of trade from the United States to the United Kingdom, and that Canada has lost some ground. For this the exchange situation is, of course, chiefly responsible. In consequence of the tariff changes lately made by the Jamaica Legislative Council, following the trade agreements arrived at by the Imperial Economic Conference at Ottawa, it appears likely that this trend will be more pronounced in the future (details of these tariff changes were published in *Commercial Intelligence Journal* No. 1502: November 12, 1932). Attention has already been drawn to the better opportunities in Jamaica now open to Canadian exporters of boots and shoes and, generally, of wearing apparel (see *Commercial Intelligence Journal* No. 1503: November 19). It might be added here that the increased preferences now granted by Jamaica on all kinds of hardware, on silk and cotton hosiery, on canned meats, on motor cars, tires and tubes, on shooks and hoops, and on lumber and shingles, should be of material value to Canadian shippers of these articles.

## EXPORTS

The following table indicates that the volume of the colony's exports is being fairly well maintained:—

*Quantities Exported*

	1931		1932	
	Jan. 1-Nov. 7	Jan. 1-Nov. 5	Jan. 1-Nov. 7	Jan. 1-Nov. 5
Bananas . . . . .	19,964,384	18,976,016	19,964,384	18,976,016
Cocoa . . . . .	45,390	33,487	45,390	33,487
Coconuts . . . . .	29,832,074	33,629,379	29,832,074	33,629,379
Copra . . . . .	7,539,265	5,603,630	7,539,265	5,603,630
Coffee . . . . .	7,193,375	6,730,897	7,193,375	6,730,897
Dyewood . . . . .	17,852	19,045	17,852	19,045
Dyewood extract . . . . .	6,020	4,304	6,020	4,304
Ginger . . . . .	17,146	14,788	17,146	14,788
Grapefruit . . . . .	70,178	86,092	70,178	86,092
Honey . . . . .	128,178	140,375	128,178	140,375
Oranges . . . . .	22,185	48,830	22,185	48,830
Orange oil . . . . .	48,964	46,522	48,964	46,522
Pimento . . . . .	88,969	64,823	88,969	64,823
Rum . . . . .	305,644	156,378	305,644	156,378
Sugar . . . . .	47,331	49,722	47,331	49,722

The considerable increase in shipments of citrus fruit in 1932 over those of 1931 is noteworthy.

## THE HURRICANE

Between November 5 and 9 a hurricane of great intensity visited a part of the Caribbean; the centre of the disturbance was between 150 and 200 miles from the coasts of Jamaica. There were torrential rains and violent gales throughout the whole of Jamaica; at the western end of the island the wind is said to have reached a velocity of 90 miles an hour. The coasts were lashed by the heaviest seas known in the past half-century, and considerable damage was done to wharf premises and other buildings in some of the outports as well as to roads, especially those flanking the coast.

Far more serious, however, was the damage done to the banana crop, which in a normal year accounts for more than one-half of the total value of Jamaica's export trade. The precise extent of the loss is not yet known, but preliminary surveys made by those prominently identified with the industry indicate that between 7,000,000 and 8,000,000 banana trees have been destroyed. This hurricane has come too late to have any great effect upon the present year's volume of banana shipments; it is the opinion, however, of large growers and shippers that the 1933 crop will be notably curtailed—perhaps by as much as 40 per cent below that of the present year. (A banana tree does not bear until at least



nine months have elapsed after the sucker has been planted: replanting the damaged fields has already begun.) The loss is only partially covered by insurance, which is said to aggregate about £100,000. The question of what is to be done to help the industry is now before the Government.

Jamaica's sugar production has increased during the present as compared with last year, and the coming crop (i.e. that of 1932-33) is expected to be greater still, being estimated at about 60,000 long tons.

#### PUBLIC FINANCE

Collections of public revenue are regarded as satisfactory. The Government's estimate of revenue from all sources for the fiscal year ending March 31, 1933, was £1,989,711, of which a total of approximately £1,001,657 had been collected during the six months ending September last. The yield of customs duties and package tax during this period was roughly one-half of the budget estimate. It is not unlikely, however, that there will be some shrinkage during the second half of the current fiscal year, due to the restriction of the people's purchasing power that invariably ensues from serious damage to the banana industry.

#### GENERAL

The factory for making edible coconut oil to supplant the considerable imports of soya bean and other varieties commenced work some little time ago, and is doing satisfactory business. The retail price of the locally manufactured article has been fixed by the Government at 1s. 10d. per gallon for the whole island. Edible oil may not now be brought into Jamaica except under Government licence.

Despite the depression, the building of residences continues in the suburban areas of Kingston. The lighting of the city has lately been considerably improved, and the sewerage system is being extended. The municipal authorities are conducting a sales campaign to promote the use of gas for cooking purposes. It is likely that in time the area in which gas is available will be greatly enlarged.

### ECONOMIC AND TRADE CONDITIONS IN INDIA

R. T. YOUNG, CANADIAN TRADE COMMISSIONER

Calcutta, October 20, 1932.—The report of the Director General of Commercial Intelligence and Statistics of the Government of India, recently released, presents in detail the economic, industrial, and trade conditions of the country during the fiscal year ended March 31, 1932.

During the greater part of the fiscal year there were numerous industrial disputes, confined principally to the cotton and woollen mills in Bombay and the Madras Presidency and the jute mills in Bengal.

The suspension of the gold standard by Great Britain at the end of September, 1931, the rupee being linked to the pound sterling, had on the whole a beneficial result in that the depreciation of the pound and consequently of the rupee and other currency in the sterling zone was checked. Prices in some cases rose slightly, and the downward trend of the price level was to some extent checked: had the pound and those other currencies been linked to gold they would have continued to decline as in countries which remained on the gold standard. This situation gave rise to an optimistic feeling in a number of industries, but with the lack of any common substance on which to base the currency of the world, there was a heavy decline in international trade, and its position was aggravated by exchange restrictions in various countries.

## PRICE INDEX

The Calcutta wholesale price index number for September, 1929, stood at 143. A year later it had fallen to 91, a drop of over 36 per cent. From September, 1931, there was a slight rise in rupee prices in Calcutta, the index number going up to 98 in December of that year. This was a reflection of the depreciation of the rupee in terms of gold. The rupee continued to depreciate to some extent in December, and the index number fell slightly, being 94 in March, 1932, and in June it went to the lowest figure on record, 86. Thus since September, 1929, rupee prices have fallen by nearly 40 per cent.

## IMPORTS AND EXPORTS

The total value of the imports of private merchandise into British India in 1931-32 amounted to more than Rs.1,260,000,000 and that of exports to over Rs.1,610,000,000, while imports of gold and silver were valued at over Rs.70,000,000 and exports at Rs.63,000,000 compared with the values for the previous twelve months—imports of merchandise Rs.1,640,000,000, and exports Rs.2,250,000,000, and imports of gold and silver Rs.260,000,000, and exports Rs.20,000,000. These figures for merchandise alone represent a decline of Rs.380,000,000 or 23 per cent in the case of imports and of Rs.650,000,000 or 29 per cent in that of exports. The greater fall in the case of exports is attributed to the fact that prices of agricultural commodities and raw materials, which form the bulk of the countries exports, fell to a much greater extent than prices of manufactured goods which form the bulk of the imports. Due to an enormous quantity of gold being exported in the period under review, an almost negligible favourable balance of trade was turned into one of considerable size. As stated above, exports were valued at approximately Rs.63,000,000 and a disastrously low trade balance was changed into the largest favourable one since the 1925-26 fiscal year. The fall in prices for exported commodities, which in the long run go to pay for imports, was much greater than in the case of imported articles. The result of this change in the relative prices of exported and imported articles was that the ryot or peasant could only buy smaller quantities of imported articles than he could at times when the prices he realized for his exportable products were more favourable. The amount of the fall in the total value of exports shows to what extent the purchasing power of the consumer in India was adversely affected.

In the case of raw jute the decline was over Rs.15,000,000 as compared with the preceding year, but Rs.160,000,000 when compared with 1929-30. In jute manufactures the fall was Rs.100,000,000 as against the preceding year, and Rs.300,000,000 as against 1929-30, so that compared with 1929-30 the fall in the case of jute and jute manufactures alone was Rs.460,000,000. Therefore, the amount of money the peasant had with which to pay for his imports was less by a considerable fraction of this Rs.460,000,000 in respect of jute alone; and similarly in the case of raw cotton, exports fell by 23 per cent as compared with the preceding year, and 42 per cent when compared with 1929-30. In oil seeds the decline has been almost Rs.120,000,000 as compared with 1929-30. In the case of grain, pulses and flour, chiefly rice and wheat, the fall as compared with 1930-31 was Rs.950,000,000, but as compared with 1929-30 it was Rs.145,000,000. Tea showed a decline of Rs.40,000,000 as compared with the preceding year and of Rs.650,000,000 as compared with 1929-30, so that in the main items alone the total fall amounted to more than Rs.510,000,000 as compared with 1931, and there were similar decreases in all other items of export. This phenomenal decline in the value of agricultural exports placed the producer in the position that he could not afford to buy imports on the normal scale, and to



this extent imports were of necessity reduced. In addition to this, the fall in the value of agricultural commodities affected the ryot severely. His income shrank to half of that in the preceding year, and yet his outgoings, which are very largely fixed money charges, remained the same.

The second factor that without doubt affected the volume of imports was the boycott, mainly directed against the United Kingdom; but it is difficult to estimate its exact effect on the import trade. There is, however, no doubt that in the case of certain articles this movement was responsible for some deduction in imports, particularly cotton piece-goods and tobacco. But with other imported articles the case is not so clear. India in many instances cannot yet compete in the production of the products which she imports, so that in the case of these the boycott was never rigorously applied, and the fall in such imports must be attributed rather to the economic causes already explained.

The third cause of the fall in imports is the policy of protection of industries, which naturally results in reduced imports of a certain class of products, but this reduction is partly made good by the increased internal production of these products.

## MARKET FOR MOTOR VEHICLES IN HONGKONG

V. E. DUCLOS, CANADIAN TRADE COMMISSIONER

Hongkong, November 1, 1932.—An ordinance has been passed by the Government of Hongkong, which may be cited as the "Empire Preference Ordinance, 1932." Under this measure, which went into effect on September 13, 1932, all foreign motor vehicles will pay on first registration a special licence fee of 20 per cent of the value of the vehicle, including cost, insurance, and freight, on arrival in Hongkong, after deduction of the value of the tires and of any spare wheels or other spare parts. Motor vehicles manufactured within the British Empire are exempt from this licence fee.

This ordinance states that "no vehicle shall be deemed to be substantially manufactured within the British Empire unless in the opinion of the Inspector General of Police at least one-quarter, or such other proportion as the Governor in Council may fix by order, of its value is the result of labour within the British Empire."

Local agents and importers have approached the Hongkong Government asking that cars which were in the colony before the 13th of September be exempt from this tax. The latest information to hand is that the Government have refused to reconsider their decision, but it is possible that where contracts had actually been made for the sale and delivery of a car, an exemption will be made.

It is estimated that there are at least 300 foreign cars at present in the colony which will be affected by the introduction of this tax. In the ordinary course it would be possible to ship a limited number of these cars into South China, but with the Canton dollar depreciated about 40 per cent against the Hongkong dollar and the additional duty of 33 $\frac{1}{3}$  per cent, this will be very difficult.

### EXTENT OF THE MARKET

(A rate of exchange of four Hongkong dollars, which are equal to one gold dollar, has been taken in arriving at the undermentioned figures)

During the calendar year 1931, 498 motor cars were imported into Hongkong valued at G\$376,361, of which the United States supplied 376 cars valued at G\$303,571. During the period 21 motor car chassis were imported valued

at G\$25,127, the United States supplying 13 valued at G\$7,875, and the United Kingdom 8 valued at G\$14,777; imports of motor lorry chassis were 143 valued at G\$95,112, the United States supplying 138 valued at G\$89,089; imports of motor lorries were 33 valued at G\$28,373, the United States supplying 31 valued at G\$26,846.

During the first eight months of 1932 (January to August), 601 motor cars were imported valued at G\$388,514. The United States supplied 297 cars valued at G\$222,855, and the United Kingdom supplied 173 cars valued at G\$100,992. For the period under review, 11 motor car chassis were imported valued at G\$10,646, the United Kingdom being the only supplier. The imports of motor lorries were 62 valued at G\$46,573, the United States supplying 53 valued at G\$38,901, and the imports of motor lorry chassis were 147 valued at G\$92,673, with the United States supplying 101 valued at G\$60,671.

Intending Canadian exporters are reminded that the right-hand drive is generally required for this market.

## TARIFF CHANGES AND CUSTOMS REGULATIONS

### Tariff Investigations in the United Kingdom

The United Kingdom Import Duties Advisory Committee announce that, following upon numerous applications for adjustment of duties, they are considering the rates of duty on all classes and descriptions of wood and timber and manufactures thereof. Consideration will extend to timber in the log, timber sawn, planed, turned, or otherwise manufactured, doors, joinery, turnery, and other manufactures of wood and timber other than furniture.

The committee also give notice of applications for increase of duty on wheat flour, and on carbons (decolourizing and activated) other than animal, and for the addition of crude iodine and copper iodide to the free list.

### Irish Free State Butter Bounties

Mr. John H. English, Canadian Trade Commissioner in Dublin, writes under date November 11, 1932, that, with reference to the reports which appeared in *Commercial Intelligence Journal* No. 1484 (July 9) and No. 1499 (October 22), advising that the Irish Free State Government were paying bounties on butter exports to the extent of approximately 8 cents per pound, it is now announced that as from November 9 this bounty is to be discontinued. It is considered, however, that a revised scheme for a butter subsidy may be devised and made effective along with bounties on other goods, including manufactures, which it is proposed to pay on exports to the United Kingdom after November 15.

### Australian Tariff Treatment of Drawback

Information has been received from Mr. W. T. Turner, Australian Customs Representative in New York, that in the case of invoicing goods to Australia it will be necessary in future where drawback of duty is payable in the country of export for the exporter to show the amount of duty paid on the goods or on the material used in their manufacture, on the face of the invoice, in addition to showing the actual amount of drawback involved in paragraph 4 of the invoice declaration. The revised regulations governing this matter are as follows:—

(1) In the case of goods exported under drawback the value required, in the column headed "Current Domestic Value," is the duty-paid domestic selling value in the country of export and not the domestic value less drawback. The amount of drawback involved should be specified in Clause 4 of the Invoice Certificate (Appendix B), and the amount



of duty paid on the goods or on the materials used in their manufacture should be shown on the face of the invoice. The amount of drawback or the amount of duty whichever is the lower will be allowed as a *deduction* from the *duty-paid domestic value* for duty purposes on entry in Australia; (2) in the case of goods exported in bond the value required in the column headed "Current Domestic Value" is the domestic "in-bond" selling value. No reduction from this value in respect of duty can be allowed.

### **St. Kitts-Nevis Increases Motor Car Preference**

Mr. W. F. Bull, Canadian Trade Commissioner at Port of Spain, cables that the customs tariff of the Colony of St. Kitts-Nevis has been amended by increasing the full (general) tariff rate on all motor vehicles, parts and tires from 25 per cent ad valorem to 30 per cent ad valorem, the British preferential rate remaining at 10 per cent ad valorem. This change is in accordance with the provision of the Canada-United Kingdom trade agreement, made at the Imperial Economic Conference, that certain Crown Colonies were to be asked to provide a 20 per cent ad valorem preference on motor vehicles, parts and tires. A surtax of 25 per cent of the duty is now levied in respect to all dutiable imports in St. Kitts-Nevis, whether entered at British preferential or general tariff rates.

### **Surcharge on St. Kitts-Nevis Customs Duties**

An ordinance passed on October 4 by the Legislative Council of St. Kitts-Nevis, British West Indies, imposes a surcharge on dutiable goods imported into the colony amounting, in each case, to 25 per cent of the import duties levied on the goods. The ordinance is to continue in force until December 31, 1933, and thereafter until the next meeting of the Legislative Council.

### **Tariff Reductions in El Salvador**

Writing under date November 23, 1932, Mr. H. Leslie Brown, Acting Trade Commissioner in Mexico City, advises that considerable reductions have been made in the rates of the import tariff of El Salvador covering asphalt; mineral tar, pitch, resin or creosote; wood-preserving compounds; and cements and solutions of asphalt, tar or mineral pitch for waterproofing. The rates on all these are 35 cents United States currency per 100 kilograms as compared with previous rates of \$5.50 to \$15.30 United States currency per 100 kilos.

### **United States Tariff on Brass Foundry Ashes and Skimmings**

A ruling given by the United States Commissioner of Customs, dated November 22, 1932, states that importations of brass foundry ashes and skimmings, admitted free under paragraph 1664 of the United States Tariff Act, 1930, are not subject to the excise tax of 4 cents per pound provided in Section 601-C (7) of the Manufacturers Excise Taxes which went into force on June 21, 1932. This ruling also states that copper scale admitted free under paragraph 1658 is subject to the tax provided in the section of the Manufacturers Excise Taxes referred to above.

### **Equivalent of Canadian Money for Customs Purposes in Mexico**

Writing under date November 5, 1932, Mr. H. Leslie Brown, Acting Trade Commissioner in Mexico City, advises that, for the collection by Mexican Consuls of 5 per cent of the invoice value of goods shipped to Mexico, the Mexican Department of Finance and Public Credit has decreed that during the month of December, 1932, the Canadian dollar shall be regarded as the equivalent of 2.7138 pesos.

## SHIPMENTS TO MANCHUKUO

Mr. Paul Sykes, Canadian Trade Commissioner at Dairen, writes that owing to the newly established practice of charging import duty on foreign goods destined for Manchukuo at Shanghai or other Chinese ports of transhipment, such trade must now be routed direct or via such ports as Kobe or Hongkong. If transhipment is made at a Chinese port, the goods will be subjected both to duty there and again on their actual import into Manchukuo. Even if they are for delivery in the Free Zone of the Kwantung Leased Territory, import duty will still be charged on transhipment in China.

## FOREIGN EXCHANGE QUOTATIONS FOR WEEK ENDING NOV. 23

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending November 28, 1932, with the official bank rate. Quotations for the week ending November 21, 1932, are also given for the sake of comparison:—

Country	Unit	Nominal Quotations in Montreal Week ending Nov. 21	Nominal Quotations in Montreal Week ending Nov. 28	Official Bank Rate
Austria	Schilling	\$ .1636	\$ .1676	6
Belgium	Belga	.1607	.1647	3½
Bulgaria	Lev	.0083	.0085	8
Czechoslovakia	Krone	.0344	.0352	4½
Denmark	Krone	.1977	.1979	3½
Finland	Markka	.0174	.0176	6½
France	Franc	.0453	.0465	2½
Germany	Reichsmark	.2754	.2825	4
Great Britain	Pound	3.7891	3.7921	2
Greece	Drachma	.0068	.0069	10
Holland	Guilder	.4652	.4777	2½
Hungary	Pengo	.2028	.2081	4½
Italy	Lira	.0593	.0607	5
Jugo-Slavia	Dinar	.0199	.0204	7½
Norway	Krone	.1940	.1961	4
Portugal	Escudo	.0353	.0364	6½
Roumania	Leu	.0069	.0071	7
Spain	Peseta	.0947	.0970	6*
Sweden	Krona	.2024	.2064	3½
Switzerland	Franc	.2228	.2287	2
United States	Dollar	1.1587	1.1887	2½
Argentina	Peso (Paper)	.2985	.3075	—
Brazil	Milreis	.0869	.0891	—
Chile	Peso	.0709	.0728	4½
Colombia	Peso	1.1095	1.1412	5
Mexico	Peso	.3798	.3935	6-7
Peru	Sol	.2027	.2080	6
Venezuela	Bolivar	.1911	.1991	—
Uruguay	Peso	.5475	.5616	—
Cuba	Peso	1.1587	1.1879	—
Hongkong	Dollar	.2636	.2617	—
India	Rupee	.2896	.2912	4
Japan	Yen	.2352	.2466	4.38
Java	Guilder	.4652	.4778	4½
Shanghai	Tael	.3435	.3447	—
Siam	Baht (Tical)	.....	.....	—
Straits Settlements	Dollar	.4504	.4576	—
New Zealand	Pound	.....	3.4591	—
British Guiana	Dollar	.9027	No quotation	—
Jamaica	Pound	3.8354	No quotation	—
Other British West Indies	Dollar	.9027	No quotation	—
Martinique	Franc	.0454	.0465	—
Guadeloupe	Franc	.0454	.0465	—
Australia	Pound	3.0327	3.0351	—
Egypt	Pound (100 piastres)	3.8862	3.8892	—

\* Newspaper report, unconfirmed.



**TRADE OPPORTUNITIES ABROAD FOR CANADIAN PRODUCTS**

The Trade Inquiries for Canadian products published below have been received since the publication of the last issue of the *Commercial Intelligence Journal*. Interested exporters may secure the names and addresses of the firms making these inquiries, together with further details regarding the commodities required, on application to the Director, Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa, or—

Secretary, Board of Trade—

- |                 |                           |                       |
|-----------------|---------------------------|-----------------------|
| St. John, N.B., | Stratford, Ont.,          | Winnipeg, Man.,       |
| Halifax, N.S.,  | Woodstock, Ont.,          | Vancouver, B.C.,      |
| Quebec, P.Q.,   | St. Mary's, Ont.,         | New Westminster, B.C. |
| Montreal, P.Q., | Portage la Prairie, Man., |                       |
| Toronto, Ont.,  | St. Boniface, Man.,       |                       |

Secretary, Chamber of Commerce—

- |                   |                     |                     |
|-------------------|---------------------|---------------------|
| Sherbrooke, P.Q., | Belleville, Ont.,   | Hamilton, Ont.,     |
| Kingston, Ont.,   | Peterborough, Ont., | Victoria, B.C.,     |
| Oshawa, Ont.,     | London, Ont.,       | Prince Rupert, B.C. |

Border Chamber of Commerce, Windsor, Ont.

La Chambre de Commerce, de Montréal, 25 St. James E., Montreal, P.Q.

Secretary, Canadian Manufacturers' Association—

- |                 |                  |                  |
|-----------------|------------------|------------------|
| Toronto, Ont.,  | Winnipeg, Man.,  | Vancouver, B.C., |
| Montreal, P.Q., | Edmonton, Alta., | Victoria, B.C.   |

The Maritime Provinces Trade Commissioner, 122 Federal Building, Toronto, Ont.

The Bureau of Provincial Information, Victoria, B.C.

**Canadian exporters should, for follow-up purposes, transmit a copy of any reply sent in response to a Trade Inquiry to the Trade Commissioner in the territory from which the inquiry emanated.**

Commodity	No.	Location of Inquirer	Purchase or Agency
<b>Foodstuffs—</b>			
Flour .....	837	Trieste, Italy.....	Agency.
Canned Fish, especially salmon..	838	Buenos Aires, Argentina...	Agency.
Canned Fish.....	839	Antwerp, Belgium.....	Purchase and Consign- ment.
Canned Salmon.....	840	Antwerp, Belgium.....	Agency.
Canned Salmon.....	841	Brussels, Belgium.....	Agency.
Hake, Haddock, Pollock and Smoked Herrings.	842	Puerto Plata, Dominican Republic.	Agency.
Cheese.....	843	Brussels, Belgium.....	Agency.
Evaporated Apples (Rings).....	844	Brussels, Belgium.....	Agency.
Evaporated Apples (Rings).....	845	Antwerp, Belgium.....	Agency.
Evaporated Apples (Rings).....	846	Antwerp, Belgium.....	Purchase and Consign- ment.
Honey.....	847	Brussels, Belgium.....	Agency.
<b>Miscellaneous—</b>			
Silk Hosiery.....	848	London, England.....	Agency.
Nickel in Cubes.....	849	Rotterdam, Holland.....	Purchase.
Ground Mica.....	850	Amsterdam, Holland.....	Purchase.
Asbestos Fibre.....	851	Melbourne, Australia.....	Purchase.
Zinc Battery Shells (Sizes D, C, AA, etc.)	852	Mexico City, Mexico.....	Purchase.
Graphite, natural and artificial..	853	Mexico City, Mexico.....	Purchase.
Manganese Dioxide.....	854	Mexico City, Mexico.....	Purchase.
Paper and Paper Bags.....	855	Puerto Plata, Dominican Republic.	Agency.
Kraft Cardboard and all Forms of Window Display Board.	856	Mexico City, Mexico.....	Agency.
Patent Leather.....	857	Puerto Plata, Dominican Republic.	Agency.
White Pine Lumber.....	858	Puerto Plata, Dominican Republic.	Agency.
General Agency.....	859	New York City, N.Y.....	Agency.

## PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

### From Halifax

To *Liverpool*.—Montcalm, Dec. 10 and Jan. 7; Duchess of Atholl, Dec. 16; Montrose, Dec. 24; Montclare, Dec. 31—all Canadian Pacific; Manchester Merchant, Dec. 7; Manchester Hero, Dec. 31—both Manchester Line; Newfoundland, Dec. 20; Nova Scotia, Jan. 14—both Furness Line; Dakotian, Dec. 8; Nubian, Jan. 5—both Leyland Line.

To *London*.—Beaverford, Dec. 10 and Jan. 14; Beaverburn, Dec. 17; Beverdale, Dec. 24; Beaverbrae, Dec. 31; Beaverhill, Jan. 7—all Canadian Pacific; Sardinian Prince, Dec. 12; Italian Prince, Dec. 26—both Furness Prince Line; Aurania, Cunard Line, Dec. 17.

To *Southampton*.—Duchess of Richmond, Canadian Pacific, Dec. 9; Pennland, Dec. 3 and Jan. 1; Westernland, Dec. 15—both Red Star Line.

To *Manchester*.—Manchester Brigade, Dec. 16; Manchester Division, Dec. 30; Manchester Hero, Dec. 31; Manchester Commerce, Jan. 13—all Manchester Line; Dakotian, Dec. 8; Nubian, Jan. 5—both Leyland Line.

To *Avonmouth, Cardiff and Swansea*.—Kastalia, Dec. 17; Salacia, Dec. 31—both Cunard-Donaldson Line.

To *Glasgow*.—Letitia, Dec. 10; Sulairia, Dec. 24—both Anchor-Donaldson Line.

To *Newcastle and Leith*.—Cairnglen (calls at Dundee and Hull), Dec. 12; Cairnross, Dec. 26; Cairnesk (also calls at Hull), Jan. 9—all Cairn-Thomson Line.

To *Antwerp*.—Beaverford, Dec. 10 and Jan. 14; Beaverburn, Dec. 17; Beaverbrae, Dec. 31; Beaverhill, Jan. 7—all Canadian Pacific; Pennland, Dec. 3 and Jan. 1; Westernland, Dec. 15—both Red Star Line.

To *Hamburg*.—Beaverdale, Canadian Pacific, Dec. 24.

To *Gothenburg*.—Gripsholm, Dec. 10; Drottningholm, Jan. 20—both Swedish-American Line; Korsholm, Swedish-American-Mexico Line, Dec. 24 (also calls at Copenhagen).

To *St. John's, Nfld., and St. Pierre-Miquelon*.—Magnhild, Dec. 6; H. J. Kyvig, Dec. 10 and 31—both Newfoundland-Canada SS.; Newfoundland, Dec. 10 and 20; Nova Scotia, Dec. 31—both Furness Line (do not call at St. Pierre); Dominica, Furness-Red Cross Line, Dec. 12 and 26 and Jan. 9.

To *Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara*.—Lady Hawkins, Dec. 11 and Jan. 15; Lady Drake, Dec. 18; Lady Nelson, Jan. 1—all Canadian National.

To *Santiago (Cuba) and Kingston (Jamaica)*.—Andalusia, Dec. 7 (calls at Montego Bay and other Jamaican outports); Calabria, Dec. 21—both Pickford & Black, Ltd.

To *Bermuda, St. Kitts, Antigua, Guadeloupe, St. Lucia, Dominica, Martinique, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo*.—Venda, Ocean Dominion SS. Corp., Dec. 14.

To *Hamilton (Bermuda), Nassau (Bahamas), Kingston (Jamaica), and Belize (British Honduras)*.—Cavelier (does not call at Bermuda or Nassau), Dec. 7 and Jan. 4; Cathcart (does not call at Bermuda or Nassau), Dec. 21; Lady Rodney, Dec. 28; Lady Somers, Jan. 11—all Canadian National.

To *St. Georges (Bermuda), Puerto Rico, St. Kitts, Antigua, St. Lucia, Guadeloupe, Martinique, Barbados, St. Vincent, Grenada, Trinidad and Demerara*.—Chomedy, Dec. 24; Colborne, Jan. 7—both Canadian National.

To *Auckland, Wellington, Lyttelton, Dunedin, Brisbane, Sydney and Melbourne*.—Canadian Victor, Dec. 23; Canadian Challenger, Dec. 30—both Canadian National.

### From Saint John

To *London and Antwerp*.—Beaverford, Dec. 9; Beaverburn, Dec. 16; Beverdale (calls at Hamburg but not at Antwerp), Dec. 23; Beaverbrae, Dec. 30; Beaverhill, Jan. 6—all Canadian Pacific; Hada County, County Line, Dec. 23 (calls at Havre but not at London).

To *Liverpool*.—Montcalm, Dec. 9 and Jan. 6; Duchess of Atholl, Dec. 15 and Jan. 14; Montrose, Dec. 23; Montclare, Dec. 30—all Canadian Pacific.

To *Southampton*.—Duchess of Richmond, Canadian Pacific, Dec. 8.

To *Manchester*.—Manchester Brigade, Dec. 15; Manchester Division, Dec. 29—both Manchester Line.

To *Avonmouth, Cardiff and Swansea*.—Kastalia, Dec. 15; Salacia, Dec. 29—both Cunard-Donaldson Line.

To *Glasgow*.—Letitia, Dec. 9; Sulairia, Dec. 22—both Anchor-Donaldson Line.

To *Newcastle and Leith*.—Cairnglen (calls at Dundee and Hull), Dec. 10; Cairnross, Dec. 24; Cairnesk (also calls at Hull), Jan. 7—all Cairn-Thomson Line.

To *Belfast and Dublin*.—Dunaff Head, Head Line, Dec. 18 (cargo accepted for Londonderry and Cork).

To *Rotterdam*.—King's County, County Line, Dec. 23.



To *Alexandria, Port Said, Suez, Aden, Karachi, Bombay, Colombo, Madras, Rangoon and Calcutta*.—City of Guildford, American and Indian SS., Dec. 15 (cargo accepted for other Eastern ports, also for British East African ports).

To *Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara*.—Lady Drake, Dec. 17; Lady Nelson, Dec. 28; Lady Hawkins, Jan. 11—all Canadian National.

To *Bermuda, St. Kitts, Antigua, Guadeloupe, Dominica, Martinique, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara*.—Venda, Ocean Dominion Line, Dec. 9.

To *Kingston and Jamaican Outports*.—San Blas, Dec. 8; San Bruno, Dec. 22; San Benito, Jan. 5—all United Fruit Line.

To *South France and Italian Ports*.—Valleluca, Lloyd-Mediterraneo-Italian Service, Dec. 22.

To *West and South African Ports*.—Calumet, Elder Dempster Lines, Ltd., Dec. 25.

### From New Westminster

To *London, Liverpool and Glasgow*.—Parthenia, Dec. 22; Moveria, Jan. 12—both Balfour Guthrie & Co.

To *London, Hull, Newcastle and Hamburg*.—Empire Star, American Mail Line, Dec. 29.

To *Liverpool, Glasgow, Southampton, Newcastle and Rotterdam*.—Gothic Star, Dec. 20; Tacoma Star, Jan. 5—both American Mail Line.

To *United Kingdom Ports*.—Pacific Exporter, Furness Pacific Ltd., Dec. 7; Bonnington Court, Canadian Transport Co., Dec. 7; Imperial Valley, Dec. 17; Jersey City, Jan. 7—both T. A. Lee & Holway Ltd.; Beneleuch, Anglo-Canadian Shipping Co., Dec. 18; Logician, B. W. Greer & Sons, Dec. 28.

To *Shanghai*.—Protesilaus, Dodwell & Co., Dec. 8.

To *Japanese Ports*.—Heian Maru, B. W. Greer & Sons, Dec. 6.

To *Australian Ports*.—Waikawa, Canadian-Australasian Line, Dec. 16.

### From Vancouver

To *Yokohama, Kobe, Shanghai and Hongkong*.—Bellingham (calls Osaka, Iloilo, Cebu and Legaspi but not at Shanghai), Dec. 8; Everett (calls Tsingtao, Dairen, Taku Bar and Otaru but not at Hongkong), Dec. 20—both Tacoma Oriental SS.; Hiye Maru, Dec. 15; Heian Maru, Jan. 12—both Nippon Yusen Kaisha (also call Osaka); Protesilaus, Dec. 19; Ixion, Jan. 8—both Blue Funnel Line (call Miiki).

To *Yokohama, Kobe, Shanghai, Hongkong and Manila*.—Empress of Canada (calls Honolulu), Dec. 17; Empress of Russia (calls Nagasaki), Dec. 31; Empress of Japan (calls Honolulu), Jan. 14—all Canadian Pacific; Seattle, Tacoma Oriental SS. (calls Osaka, Iloilo, Cebu and Legaspi but not at Shanghai), Jan. 8.

To *Yokohama, Kobe and Osaka*.—Koryu Maru, Dec. 28; Shiraha Maru, Dec. 26—both Empire Shipping Co.

To *Sourabaya, Samarang, Batavia, Singapore, Belawan Deli, Penang, Rangoon and Calcutta*.—Silverbelle, Silver-Java Pacific Line, Dec. 16 (also calls Manila and Iloilo).

To *Auckland, Wellington, Melbourne and Sydney*.—Golden Harvest, Oceanic and Oriental Navigation Co., Dec. 17 (also calls Lyttelton and Dunedin); Hauraki, Canadian-Australasian Line, Dec. 27 (also calls Papeete, Lyttelton and Dunedin).

To *Brisbane, Sydney, Melbourne and Adelaide*.—Waikawa, Canadian-Australasian Line, Dec. 8 (does not call Brisbane or Adelaide); Boren, Empire Shipping Co., December.

To *Liverpool, London, Southampton and Rotterdam*.—Loch Katrine, Dec. 4; Damsterdyk, Dec. 18—both Royal Mail Lines Ltd.

To *London, Hull, Bergen and Oslo*.—Laurits Swenson, Dec. 7; Knute Nelson, Dec. 26—both Fred Olsen Line.

To *Manchester*.—Pacific Exporter, Furness (Pacific) Ltd., Dec. 10.

To *Rotterdam, Hamburg, Copenhagen and Hull*.—India, Dec. 24; Europa, Jan. 14—both East Asiatic Co., Inc.

To *Hamburg, Bremen and Antwerp*.—Bitterfeld, Dec. 7; Tacoma, Dec. 14; Donau, Dec. 21; Stassfurt, Dec. 28; San Francisco, Jan. 4; Este, Jan. 11—all Hamburg-American-North German Lloyd Line.

To *Havre, Dunkirk, Bordeaux and Antwerp*.—Wyoming, Dec. 9; San Antonio, Jan. 2—both Empire Shipping Co., Ltd.

To *Scandinavian Ports*.—Axel Johnson, Dec. 9; Annie Johnson, Jan. 10—both Johnson Line.

To *Port of Spain (Trinidad) and Bridgetown (Barbados)*.—Sunnanvik, Canadian Transport Co. Ltd., Dec. 28.

To *Montevideo and Buenos Aires*.—Hardanger, Westfal-Larsen Co., Dec. 10 (cargo accepted for Pernambuco, Bahia, Rosario, Santa Fé and other ports).

**Note.**—Firms who desire information concerning ocean mail services may have their names placed on the mailing list of the Post Office Weekly Bulletin by applying to the Post Office Department.

# COMMERCIAL INTELLIGENCE SERVICE

879

## CANADIAN GOVERNMENT TRADE COMMISSIONERS

### Argentine Republic

HARRY A. SCOTT, B. Mitre 430, Buenos Aires (1). (Territory includes Chile and Uruguay.)  
*Cable address, Canadian.*

### Australia

D. H. ROSS. Address for letters—Box 196C, G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable address, Canadian.*  
*Commercial Agent:* B. MILLIN, The Royal Exchange, Sydney, N.S.W.

### Belgium

HENRI TURCOT, 98 Boulevard Adolphe Max, Brussels. *Cable address, Canadian.*

### Brazil

A. S. BLEAKNEY. Address for letters—Caixa Postal 2164, Rio de Janeiro. Office—Ed. Da "A. Noite," Sala 802, Praca Maua. *Cable address, Canadian.*

### British West Indies

*Trinidad:* ACTING TRADE COMMISSIONER. Address for letters—P.O. Box 125, Port of Spain. Office—Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, and British Guiana.) *Cable address, Canadian.*

*Jamaica:* F. W. FRASER, P.O. Box 225. Office—Canadian Bank of Commerce Chambers, Kingston. (Territory covers Jamaica, Hayti, the Bahamas, and British Honduras.)  
*Cable address, Canadian.*

### China

L. M. COSGRAVE. Address for letters—P.O. Box 264, Shanghai. Office—Daily News Building, 17 The Bund, Shanghai. *Cable address, Canadian.*

PAUL SYKES. Address for letters—P.O. Box 160, Dairen, Manchuria. Office—Cornabe Building, 1 Higashi-Koen-Cho, Dairen, Manchuria. (Territory covers Manchuria.) *Cable address, Canadian.*

### Cuba

E. L. McCOLL. Address for letters—Apartado 1945, Havana. Office address—Royal Bank of Canada Building, Calle Aguiar 75, Havana. (Territory includes San Domingo and Puerto Rico.) *Cable address, Canadian.*

### Egypt

YVES LAMONTAGNE. Address for letters—P.O. Box 1770, Cairo. Office—22 Shari Kasr el Nil, Cairo. (Territory includes the Sudan, Palestine, Cyprus, Iraq, Syria, and Persia.)  
*Cable address, Canadian.*

### France

HERCULE BARRÉ, 3 rue Scribe, Paris (9). (Territory includes French Colonies in North Africa.) *Cable address, Cancomac.*

### Germany

ACTING TRADE COMMISSIONER, Mönckebergstrasse 31, Hamburg. (Territory covers Germany—except the Rhine Valley—Czechoslovakia, Austria, and Eastern European countries.)  
*Cable address, Canadian.*

### Greece

ACTING TRADE COMMISSIONER, 1 Corai Street, Athens. (Territory includes Turkey.) *Cable address, Canadian.*

### Hongkong

V. E. DUCLOS. Address for letters—P.O. Box 80, Hongkong. Office—Gloucester Building, Hongkong. (Territory includes South China, the Philippines, British North Borneo, and Indo-China.) *Cable address, Canadian.*

### India and Ceylon

R. T. YOUNG. Address for letters—P.O. Box 2003, Calcutta. Office—8 Esplanade Mansions, Government Place East, Calcutta. *Cable address, Canadian.*

### Irish Free State and Northern Ireland

J. H. ENGLISH, 66 Upper O'Connell Street, Dublin, Irish Free State (*cable address, Canadian*); and 44 AND Street, Belfast, Northern Ireland (*cable address, Adanac*).



CANADIAN GOVERNMENT TRADE COMMISSIONERS—*Con.***Italy**

A. B. MUDDIMAN, Via Manzoni Nr. 5, Milan (102). (Territory includes Spain, Portugal, Gibraltar, Canary Islands, Malta, Italian Colonies in Africa, Albania, and Jugoslavia.) *Cable address, Canadian.*

**Japan**

*Tokyo*: J. A. LANGLEY, Commercial Secretary; RICHARD GREW, Trade Commissioner. Address for letters—P.O. Box F101, Tokyo Central. Office—Imperial Life Assurance Building, Marunouchi, Tokyo. *Cable address, Canadian.*

*Kobe*: ACTING TRADE COMMISSIONER. Address for letters—P.O. Box 230, Kobe. Office—Chamber of Commerce Building, Kobe. *Cable address, Canadian.*

**Mexico**

ACTING TRADE COMMISSIONER. Address for letters—Apartado Num. 126-bis, Mexico City. Office—Edificio Banco de Londres y Mexico, Num. 30, Mexico City. (Territory includes Central American Republics.) *Cable address, Cancoma.*

**Netherlands**

J. C. MACGILLIVRAY, Beursplein 26B, Rotterdam. (Territory includes the Rhine Valley and Switzerland.) *Cable address, Canadian.*

**Netherlands East Indies**

G. R. HEASMAN. Address for letters—P.O. Box 84, Batavia, Java. Office—Chartered Bank Building, Melacca St., Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, and Siam.) *Cable address, Canadian.*

**New Zealand**

C. M. CROFT. Address for letters—P.O. Box 33, Auckland. Office—Yorkshire House, Shortland Street, Auckland. (Territory includes Fiji and Western Samoa.) *Cable address, Canadian.*

**Norway**

F. H. PALMER, Jernbanetorvet 4, Oslo. (Territory includes Scandinavian countries and Finland.) *Cable address, Canadian.*

**Panama**

J. A. STRONG. Address for letters—P.O. Box 222, Panama City. Office—Royal Bank of Canada Building, Santa Ana Plaza, Panama City. (Territory includes Venezuela and Colombia.) *Cable address, Canadian.*

**Peru**

C. S. BISSETT. Address for letters—Casilla 1212, Lima. Office—Calle Coca, 478, Lima. (Territory includes Bolivia and Ecuador.) *Cable address, Canadian.*

**South Africa**

G. R. STEVENS. Address for letters—P.O. Box 683, Cape Town. Office—Cleghorn & Harris Building, Adderley Street, Cape Town. (Territory includes Southwest Africa, the Rhodesias, Nyasaland, Tanganyika Territory, and Kenya Colony.) *Cable address, Cantracom.*

**United Kingdom**

*London*: HARRISON WATSON, Canada House, Trafalgar Square, S.W.1. (Territory covers Home Counties, Southeastern Counties, and East Anglia.) *Cable address, Sleighing, London.*

*London*: J. FORSYTH SMITH, Fruit Trade Commissioner, Walter House, Bedford Street, Strand, W.C.2. *Cable address, Canfrucom.* (Territory—for fresh fruit only—covers United Kingdom, Norway, Denmark, Sweden, France, Holland, Belgium, Germany, and Spain.)

*London*: W. A. WILSON, Animal Products Trade Commissioner, Canada House, Trafalgar Square, S.W.1. *Cable address, Agrilson.*

*Liverpool*: H. R. POUSSETTE, Century Bldgs., 31 North John Street. (Territory covers North of England, Lincolnshire, North Midlands, and North Wales.) *Cable address, Canadian.*

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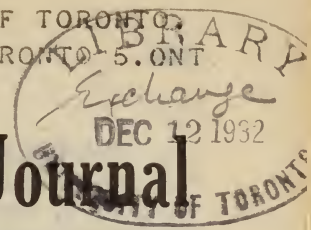
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# Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

881

Minister: Hon. H. H. Stevens, M.P.

Deputy Minister: James G. Parmelee

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## TABLE OF CONTENTS

	Page		Page
Canadian Representation in the Central American Republics. . . . .	881	Trade of Colombia, January to September. . . . .	897
Economic Situation in Sweden. . . . .	881	Import Trade of Mexico, January to March, 1932. . . . .	897
Economic Situation in Belgium. . . . .	885	Assistance that can be given by Canadian Trade Commissioners. . . . .	901
Trade of Egypt in 1931—I. . . . .	886	British Merchandise Marks Act. . . . .	903
Market in Cuba for Condensed and Evaporated Milk. . . . .	888	United Kingdom Fish Duties Inquiry	903
Increase in Imports of Sulphate of Ammonia into Japan. . . . .	890	Tariff Changes, etc. . . . .	904
Market for Golf Balls in Japan. . . . .	891	Trade Inquiries. . . . .	906
Market for Electric Clocks in Japan	892	Foreign Exchange Quotations. . . . .	907
Manchurian Crop Report. . . . .	892	Proposed Sailings. . . . .	907
Conditions in Venezuela. . . . .	893	Condensed List of Publications . . . . .	910
Trade Agreement between Canada and Southern Rhodesia. . . . .	894	Commercial Intelligence Service. . . . .	911

## CANADIAN REPRESENTATION IN THE CENTRAL AMERICAN REPUBLICS

The Central American republics of Nicaragua and Costa Rica, formerly included in the territory covered by the Canadian Trade Commissioner in Mexico, are now being assigned to the Canadian Trade Commissioner in Panama, whose territory includes the republics of Colombia and Venezuela. The republics of Guatemala, Honduras, and Salvador are still included in the area covered by the Canadian Trade Commissioner in Mexico.

## ECONOMIC SITUATION IN SWEDEN

FREDERICK H. PALMER, CANADIAN TRADE COMMISSIONER

[Figures in parentheses refer to 1931; one Swedish krona at par equals \$0.268]

Oslo, November 16, 1932.—The economic situation in Sweden has been affected by the same adverse factors as those affecting practically every country in the world, and the continued effect of these depressing influences during the past summer, coupled with the fact that nothing even remotely resembling a usual seasonal improvement in the autumn has occurred, has resulted in a still further deterioration in general conditions.



## FOREIGN TRADE

The foreign trade statistics of Sweden show the steady and continued effect of closing and retrenching markets in so far as exports are concerned, while imports of raw materials, remaining fairly steady, indicate that the volume of internal trade remains normal.

	Imports		Exports	
	1931	1932	1931	1932
	Values in 1,000 Kronor			
January to September . . . . .	1,049,091	833,578	794,021	653,284

The table shows that imports have contracted to a greater extent than exports, so that an improvement in the visible balance of trade has resulted. The improvement in the excess of imports for the nine months' period was from 255,000,000 kronor to 180,000,000 kronor.

## IMPORT TRADE

Preliminary statistics of the trade for the first nine months of the year show that the poorer crop of 1931 made for larger imports of wheat—147,395 tons compared with 68,443 tons in the same period of 1931. Wheat flour imports, however, continue to decline with the continuance of the Swedish milling regulations; the reduction for the first nine months of the year was from 1,467 tons to 1,039 tons. Imports of middlings dropped to 24,678 tons (61,451), of corn to 201,825 tons (254,296), and of oats to 28,464 tons (54,532). The decreasing imports of such feed grains point to a declining interest in the raising of animals, such as swine, for export trade.

Imports of vegetable and animal fats are higher in 1932, showing the maintained or improving demand for Swedish-made margarine. Imports of hardened animal fats improved to 7,009 tons (4,923); smaller increases are recorded in vegetable oils. Sugar with a polarization below 98 per cent was imported to a total of 66,784 tons (52,098). Imports of cocoa beans also increased. Imports of canned fish declined to 724 tons (1,375), those of canned fruits to 467 tons (1,188), and those of raw tobacco dropped nearly one-third to 2,577 tons.

In addition to the greatly depreciated imports of feeds above referred to, the statistics also record a drop in the imports of oilcake to 79,811 tons (133,969) and in "other feeding stuffs" to 32,137 tons (44,630). Greater imports are noted of gasolene, of crude oils, and of unrefined motor oils.

In the chemical products groups imports of aniline dyes increased to 1,002 tons (862), and those of calcium nitrate to 30,647 tons (17,667); but imports of superphosphates dropped to 7,463 tons (19,781).

Imports of hides and skins generally showed declines, but the imports of raw rubber increased to 3,610 tons (2,428), and those of belting, tires, and tubes fell off. Imports of raw cotton increased to 16,732 tons (15,078), and those of raw wool to 6,211 tons (5,612).

As reflecting the continuance of the trade depression, the statistics respecting imports of automotive equipment are illuminating:—

*Imports of Transport Vehicles*

	Amount		1932	
	January to September			
Automobiles for personal use . . . . .	No.	6,743	1,798	
	Kr.	19,783,508	6,139,653	
Automobiles for transportation of goods . . . . .	No.	123	47	
	Kr.	393,447	111,020	
Parts for automobiles—				
Chassis . . . . .	No.	2,346	811	
	Kr.	5,535,539	1,926,786	
Other parts . . . . .	No.	1,542,310	1,055,220	
	Kr.	2,330	559	
Motor cycles . . . . .	No.	1,757,047	434,460	
	Kr.	10,909,867	5,461,295	
Parts for automobiles, intended for manufacture . . . . .	Kr.			

## EXPORT TRADE

Exports of swine for the period under review dropped from 48,414 animals weighing over 1,003 tons to 894 weighing 16 tons; and those of pork from 23,629 tons to 16,946 tons. Exports of iron ore—an important item in the national economy of Sweden—continue to decline, the total being only 1,585,118 tons (3,423,272). Exports of "safety matches" fell to 13,815 tons (21,696), and of "other" to 2,075 tons (3,037).

## PULP AND PAPER EXPORTS

Between February 23 and August 5 a serious condition existed in the pulp industry owing to a labour dispute, and the decreased exports are attributed principally to the disturbed conditions. While the paper industry generally remained unaffected, exports of newsprint increased.

	January-September	
	1931	1932
Woodpulp—	Figures in Metric Tons	
Mechanical . . . . .	303,976	224,638
Wet	24,357	19,328
Dry	103,485	93,305
Sulphite, chemical, bleached . . . . .	352,778	242,532
Sulphite, chemical, not bleached, dry . . . . .	291,032	238,517
Paper—		
Newsprint . . . . .	129,030	137,389
Sulphate wrapping paper . . . . .	81,854	74,107

## TIMBER

Early in the summer it was generally stated that saw-mills were having some difficulty in marketing at reasonable prices. In August, however, some hardening took place in a number of specifications, but the situation in planed woods was unsatisfactory, while the whitewood trade continued to be dominated by low quotations from Russia. Sales for export are about 50,000 standards higher than for the corresponding period of 1931, and at the end of September amounted to about 550,000 standards. Exports of the more important saw-mill products during the nine months' periods of 1931 and 1932 were as follows:—

	January-September	
	1931	1932
Timber—	Cubic Metres	
Not manufactured, of pine or spruce:		
Pitprops . . . . .	188,096	279,719
Only hewn or sawn, of pine or spruce:		
Spars . . . . .	126,073	60,420
Planks of a thickness of at least 5 cm. and of a breadth of at least 21 cm. of pine . . . . .	105,827	136,816
Battens of a thickness of at least 5 cm. and of a breadth of at least 15-21 cm. of pine . . . . .	196,800	239,172
Scantlings of a thickness of at least 5 cm. and of a breadth not exceeding 15 cm. of pine . . . . .	129,429	176,966
Boards of a thickness not exceeding 5 cm. and of a breadth of at least 15-21 cm. of pine . . . . .	200,884	182,258
Box boards, sawn only . . . . .	178,915	152,594
Boards, planed, of a breadth of at least 15 cm. up to 21 cm. of pine . . . . .	140,468	137,414
Boards, planed, of a breadth not exceeding 15 cm. of pine . . . . .	156,468	124,809
Box boards, finished, planed . . . . .	14,881	19,566

The exports of machinery and such products generally show declines, although there is the usual outstanding example to the contrary—water turbines—the exports of which for the nine months' period increased from 813,778 kronor to 3,029,573 kronor.



## INDUSTRY

The labour dispute in the pulp industry and its effect on exports has already been referred to, and the maintained imports of raw materials, particularly textiles, indicate steady employment in those industrial groups. It is these latter industries which have benefited most from the "Buy Swedish Goods" campaign. The metal-using industries appear to be in a difficult position, particularly with respect to the export branches.

## UNEMPLOYMENT

At the end of August, the latest statistics available showed that unemployment of union labour in Sweden amounted to 19.7 per cent of the total membership. Unemployment of textile workers amounted to 6.9 per cent, and the percentage of painters unemployed was slightly higher at 8.3. These figures compare favourably with the 43.3 per cent of saw-mill workers, 40.3 per cent of stonecutters, 28.6 per cent of bricklayers, 26.3 per cent of ironworkers, and 22.7 per cent of the men belonging to the metal-consuming industries who were unemployed.

## COST OF LIVING

The general wholesale price index in Sweden reached a low point in September, 1931, of 107. After Sweden departed from the gold standard there was a rising tendency noted in prices which brought the wholesale index to 111 by the end of the year. During the first months of 1932 the index remained fairly steady, but a falling tendency became pronounced as the year progressed, until by June the index had dropped to 108, at which level it remained until September, when it again rose appreciably to 110.

The import price index of the Svenska Handelsbanken was 80 in September, 1931. Since then a decided but irregular rising movement has taken place, resulting in the index reaching 99 for September.

The movement of the export price index has not been so fortunate. The low point in 1931 was also reached in September (111), but the stimulus of a departure from the gold standard in certain markets was more than offset by decreasing demand in other markets, so that although the index rose at first to 113 by February, it dropped rapidly after that month to 106 for June. Since June, however, an improvement has taken place; the September figure was 108.

## BANKING

When the Swedish Minister of Finance presented his budget in January, 1932, he stated that it had been the policy of the Government to confine the fluctuations in the internal value of the krona within narrow limits, especially with respect to its purchasing value to consumers. It can be said that the policy has been adhered to with some success, as can be seen in the barely noticeable changes that have occurred not only in prices, but in the wages of those engaged in domestic industry and in stocks of merchandise.

At the same time, it has been noticed that the exchange rate with the pound sterling has also practically been stabilized, which has been of advantage in export trade; in fact, increases in holdings of foreign exchange by the Riksbank are reported. At the end of October, 1931, the holdings amounted to 25,000,000 kronor. By the end of June the reserve had mounted to 133,000,000 kronor, and by the end of September to 178,000,000 kronor. Price stability and fair business during the year is reflected in the steadiness of the average note circulation, which month by month varied only between 514,000,000 kronor and 553,000,000 kronor, with the exception of 497,000,000 kronor in February. The gold holding has remained at 206,000,000 kronor since November, 1931.

Bond yields reflect the same tendency in Sweden as in other countries, in that yields have declined throughout the year. In April the average yield for twenty-five diversified bonds selected by the Skandinaviska Kredit Aktiebolaget has declined irregularly from 5.03 per cent to 4.38 per cent in October. In June, 1931, the yield was 4.30 per cent, the lowest for many years.

The stock exchange reflected the tendencies which were affecting trading in the important bourses; for example, there was a rising movement in prices during the early part of the third quarter, since which period the movement has been irregular. The volume of trading continues to be very low—in fact, lower than at any time since 1923. During the second quarter average daily dealings only totalled some 321,000 kronor; the average increased during the third quarter to 400,000 kronor per day.

The money market in Sweden was as easy, comparatively, as elsewhere. In January the bank rate was 6 per cent. Before the end of June it had been changed four times, dropping to 4 per cent. The last change was effected on September 1, when it was reduced to 3½ per cent.

The general stabilization of business is further reflected in the comparatively unvarying monthly totals of business failures. For the period under review this total has only varied between 335 in August—always a low for the year—and 412 in April.

In conclusion, it may be noted that although many of those industries primarily dependent on the export trades are experiencing grave difficulties, there are a great many domestic industries which are operating profitably. In addition to the effect that these more fortunate industries have on the economy of the country, or at least of the south of Sweden, the fact should also be borne in mind that agriculture, being protected adequately at any rate as far as bread grain cultivation is concerned, has at least a stabilizing influence, if not a more important effect, on the Swedish national economy.

## ECONOMIC SITUATION IN BELGIUM

HENRI TURCOT, CANADIAN TRADE COMMISSIONER

Brussels, November 17, 1932.—In Belgium the economic crisis apparently reached its most crucial point in July. Since then there has been a slight although unsteady rise in the wholesale prices of a comparatively large range of commodities and in the quotations on the Stock Exchange, and the general sentiment has improved.

The value of Belgium's foreign trade has greatly diminished—23,113,518,000 francs in the nine-months' period from January to September, 1932, as compared with 36,279,534,000 francs in the corresponding period of 1931, a falling off of over one-third. Imports were valued at 11,936,340,000 francs, and exports at 11,177,178,000 francs—a visible adverse balance of trade of 759,162,000 francs which is more than compensated for by invisible exports.

If the situation in Belgium is compared with that of other industrial countries, it will be seen that this country is among those which have been able to offer most resistance to the world-wide depression, and whose production, relatively speaking, has been reduced the least. The same may be said with regard to unemployment, the figures for Belgium being 3.9 per cent of the total population. The country's power of resistance is explained to a large extent by the reduction in the cost of living. The retail index number has fallen to 706 in relation to 1914, which means that, in gold, it is at its pre-war level.

Belgium's monetary position is very strong. The National Bank possesses an unprecedented quantity of gold, and the covering in precious metal is higher



than at any previous time, so that the belga is at a premium in the exchange market. Besides, Belgian banks are not involved to any considerable extent in any of those countries where short term credits are either frozen or compromised. Further, they have always resisted the temptation to work with the foreign money on short term which has been extensively offered to them, and they are not exposed therefore to the sudden withdrawals of large amounts.

This year's crops are abundant; they will, however, remedy the situation only in a very small measure, owing to low prices and difficulties encountered in foreign markets.

## TRADE OF EGYPT IN 1931

YVES LAMONTAGNE, CANADIAN TRADE COMMISSIONER

### I

#### Foreign Trade\*

Cairo, November 1, 1932.—Total imports into Egypt, which in 1930 had fallen by £E8,500,000 compared with 1929, dropped a further £E16,000,000 in the course of the year 1931, representing a decrease of 33.6 per cent from the 1930 and 44 per cent on the 1929 imports.

Exports decreased in 1931 by £E4,000,000 and £E14,000,000 compared with 1930 and 1929 respectively, the percentage decrease on the 1930 and 1929 exports being 38.2 and 46.

The combined value of imports and exports in 1931 almost exactly corresponded with the aggregate trade in 1913.

The following table illustrates the rapid shrinkage in Egyptian trade from 1929:—

Year	Imports	Exports
1929 . . . . .	£E56,098,512	£E51,751,994
1930 . . . . .	47,488,328	31,941,592
1931 . . . . .	31,528,167	27,937,113
1913 . . . . .	27,865,000	31,662,000

The decrease in Egypt's foreign trade is due primarily to the drop in commodity prices which has adversely affected world trade generally since 1929. Egyptian trade has been heavily hit in this respect, as raw cotton normally represents 80 per cent of Egypt's exports and the price of this commodity has dropped very sharply. This is reflected in the figures shown in the following table:—

#### EXPORTS OF EGYPTIAN COTTON

Year	Quantity Cantars*	Value	Value of Total Exports	Percentage of Total Exports
1928 . . . . .	7,433,164	£E45,137,823	£E56,165,256	80.5
1929 . . . . .	7,625,065	41,361,040	51,751,994	80.0
1930 . . . . .	5,926,910	23,788,474	31,941,592	74.6
1931 . . . . .	7,396,810	19,688,069	27,937,113	70.5

\* The cantar is equal to 45 kilos or 99 pounds.

As was to be expected, the heavy fall in cotton prices has brought about a serious decrease in Egypt's purchasing power, and imports have been proportionately reduced. No improvement in the import trade of the country may occur until the trend of cotton prices is once again on the up grade.

\* One Egyptian pound (£E) at par equals \$5; the Egyptian currency and sterling have a fixed ratio, one pound sterling being equivalent to 975 milliemes or £E0.975; as a result of the abandonment of the gold standard by Great Britain in September 1931, the Egyptian pound depreciated with sterling, and an average value of \$4.70 (U.S.) may be taken for £E1 in 1931.

## EXPORTS

Under normal trade conditions, raw cotton and cotton products (cotton seed, oil, and cake) form 90 per cent, in value, of Egypt's exports. The balance comprises exports of onions, rice, eggs, hides and skins, cigarettes, gasolene, fuel oil, rock phosphate, and a few other products.

The accompanying table gives the principal items of Egypt's exports in 1930 and 1931:—

Commodity	1930		1931	
	Value £E		Value £E	
Cotton, raw . . . . .	23,788,000		19,688,000	
Cotton seed . . . . .	1,865,000		1,437,000	
Cotton seed oil . . . . .	425,000		288,000	
Cotton seed cake . . . . .	907,000		791,000	
Onions . . . . .	540,000		717,000	
Other fresh vegetables . . . . .	78,000		121,000	
Rice . . . . .	633,000		350,000	
Eggs . . . . .	258,000		322,000	
Wool, raw . . . . .	75,000		114,000	
Hides and skins, raw . . . . .	162,000		157,000	
Hides and skins, prepared . . . . .	166,000		153,000	
Cigarettes . . . . .	312,000		248,000	
Gasolene (benzine) . . . . .	380,000		243,000	
Mazout and fuel oil . . . . .	59,000		128,000	
Asphalt (petroleum) . . . . .	279,000		80,000	
Phosphate, rock . . . . .	258,000		217,000	
Ores (chiefly manganese) . . . . .	124,000		33,000	
Gold and silver (ingots and coins) . . . . .	812,288		2,280,292	
All other goods . . . . .	820,304		569,821	
Total . . . . .	£E31,941,592		£E27,937,113	

Great Britain is the principal market for Egyptian cotton, its purchases representing 31 and 33 per cent of the value of the total exports of cotton in 1930 and 1931 respectively. France is the second largest purchaser, followed by Russia, Italy, India, and Japan.

Exports of raw cotton to Canada, while yet rather limited, are increasing. Owing to the lack of direct steamship connections with Canada, this cotton has to be transhipped in ports in the United Kingdom or in the United States, whereas direct shipment would lower the price of this raw commodity to Canadian textile plants and automobile tire fabric manufacturers.

## DISTRIBUTION OF TRADE BY COUNTRIES

Egypt's trade with the United Kingdom, in both exports and imports, is over twice as great as with France, the next ranking country.

The following table shows the value of Egypt's foreign trade in 1930 and 1931, by principal countries, these being ranked in order of importance as regards imports into Egypt last year.

Country	Imports				Exports			
	1930		1931		1930		1931	
	1,000 £E	%	1,000 £E	%	1,000 £E	%	1,000 £E	%
United Kingdom . . . . .	9,677	23.78	7,134	22.63	11,012	34.47	10,027	35.89
British India and Aden . . . . .	1,377	2.90	1,103	3.50	1,085	3.40	1,269	4.54
Australia and New Zealand . . . . .	1,254	2.64	984	3.12	470	1.47	269	0.96
Other British countries . . . . .	1,070	2.25	770	2.44				
France . . . . .	4,478	9.43	3,098	9.83	4,599	14.40	3,574	12.80
Italy . . . . .	4,319	9.09	2,890	9.17	1,966	6.15	1,674	5.99
Germany . . . . .	3,743	7.88	2,537	8.05	2,508	7.85	2,548	9.12
Japan . . . . .	1,732	3.65	1,535	4.87	942	2.95	1,328	4.75
United States . . . . .	2,210	4.65	1,367	4.34	1,961	6.14	691	2.47
Belgium . . . . .	1,851	3.90	1,219	3.87	257	0.80	210	0.75
Roumania . . . . .	1,817	3.83	1,140	3.62	94	0.29	49	0.18



## FOREIGN TRADE OF EGYPT, 1930 AND 1931

Country	Imports				Exports			
	1930		1931		1930		1931	
	1,000 £E	%	1,000 £E	%	1,000 £E	%	1,000 £E	%
Chile . . . . .	1,517	3.19	993	3.15	....	....	....	....
Turkey. . . . .	978	2.06	766	2.43	43	0.13	22	0.08
Greece. . . . .	927	1.95	669	2.12	265	0.83	220	0.79
Czechoslovakia. . . . .	1,582	3.33	470	1.49	508	1.59	434	1.55
Russia. . . . .	912	1.92	440	1.40	1,705	5.34	1,698	6.08
Switzerland . . . . .	573	1.21	415	1.32	1,256	3.93	984	3.52
Holland . . . . .	555	1.17	392	1.24	176	0.55	159	0.57
Syria . . . . .	879	1.85	390	1.24	304	0.95	252	0.90
Austria . . . . .	599	1.26	377	1.20	224	0.70	295	1.06
Palestine. . . . .	663	1.40	293	0.93	318	1.00	270	0.97
Spain . . . . .	130	0.27	87	0.28	1,192	3.73	1,105	3.96

An analysis of trade by continents shows that 70 per cent of the total imports in 1931 originated from Europe, 17 per cent from Asia, 5 per cent from North America, 4 per cent from South America, and 4 per cent from Australasia. Exports were distributed as follows: Europe, 83 per cent; Asia, 13 per cent; North America, 3 per cent; South America, nil; Australasia, 1 per cent.

## MARKET IN CUBA FOR CONDENSED AND EVAPORATED MILK

E. L. McCOLL, CANADIAN TRADE COMMISSIONER

Havana, November 18, 1932.—At the present time Cuba is buying from abroad about 9,000 cases of condensed milk per month, 80 per cent of which comes to Havana. This is a marked decrease from the figures for former years, when the monthly average was 56,000 cases. In spite of this drop the market is still an important one. Canadian sales have declined in about the same ratio as imports, having fallen from 19,000 cases in 1929 to 2,300 cases for the twelve-month period ending March 31, 1932. On the other hand, imports from Holland increased from 2,284 cases in 1929 to 4,725 in 1930, but fell off 28 per cent in 1931. The United States, until the recent depression, has found Cuba to be her best customer for condensed milk; 38 per cent of her exports during 1929 were destined for this republic.

The quantity of condensed milk entering the port of Havana for the four years 1927 to 1930 averaged 770,000 cases of 48 tins of 14 ounces each. It is anticipated that imports in 1933 will be about 200,000 cases.

## REASONS FOR DECREASED CONSUMPTION

Several reasons are given for the decline in imports, chief of which is the diminished buying power of the public. National production of condensed milk satisfies a major part of the demand, and there has been an increase in customs duties. The recently constructed central national highway, running the length of the island, has facilitated the collection and distribution of fresh milk. Retail prices in Havana have fallen from 15 cents to 8 cents per quart, and refrigerator distribution stations are estimated to have increased during the past two years from 200 to 4,000. At many points in the interior milk is sold up to 10 a.m. at 5 cents a quart, and after that hour all that remains is distributed free to the poor. As a result of these factors the consumption of fresh milk has greatly increased.

The Compañía Nacional de Alimentos at Bayamo is a Cuban subsidiary of the Anglo-Nestle Milk Company. This concern manufactures condensed milk and is prospering, although it is reported that total consumption in the republic is less than half that of last year and about a third of that of 1930.

Customs duties have been increased from \$5 per 100 kilograms to \$7.12½ per 100 kilograms, which works out in practice at \$1.60½ per case of 48 tins of 14 ounces each. United States producers are accorded a 20 per cent preference.

PRICES

One well-known brand is quoted at \$2.02 per case of 48 tins of 14 ounces f.o.b. European port. It is delivered to wholesalers duty paid at \$5.50. Prices of imported brands range from \$4.35 to \$6.60 to importers; a national brand is quoted at \$4.65.

EVAPORATED MILK

Since evaporated milk is not generally favoured by the Cuban population, its production is not considered profitable by local manufacturers of condensed milk. Some, however, is brought in, principally for consumption by foreigners. The number of cases imported into Havana during recent years was as follows: 1927, 72,271; 1928, 72,352; 1929, 71,243; 1930, 57,384; 1931, 18,016; and 1932 (10 months), 9,693.

According to United States figures, shipments from that source to Cuba of condensed and evaporated milk during the years 1929 and 1930 have been as follows:—

	Condensed Sweetened		Evaporated Unsweetened	
	Lbs.	\$	Lbs.	\$
1929 . . . . .	15,661,659	1,987,000	2,563,695	240,380
1930 . . . . .	8,145,868	1,001,072	2,100,128	177,818

Exports of condensed and evaporated milk to Cuba from Canada, according to the Dominion Bureau of Statistics, have been as follows:—

Year ending March 31	Condensed Sweetened		Evaporated Unsweetened	
	Cwt.	\$	Cwt.	\$
1929 . . . . .	38,345	449,275	3,410	42,370
1930 . . . . .	24,402	263,959	6,330	76,686
1931 . . . . .	10,467	116,363	5,688	6,339
1932 . . . . .	4,654	45,586	....	....

For the three-month period April to June, 1932, exports of condensed sweetened from Canada to Cuba totalled 332 cwts. valued at \$3,249.

DRIED MILK

Dried milk is not produced in Cuba. Imports are not large and are limited chiefly to requirements for the manufacture of confectionery, biscuits, ice cream, and prepared foods for children. Statistics of imports are as follows:—

Country of Origin	1929	1930
	Kgs.	Kgs.
United States . . . . .	370,440	81,539
United Kingdom . . . . .	5,029	4,426
Other countries . . . . .	42,973	1,318
Total . . . . .	418,442	87,383

According to United States figures, exports of dried milk to Cuba in 1930 amounted to 144,925 pounds valued at \$29,790 as against 279,231 pounds valued at \$98,147 in the preceding year.

Since these figures were published, there has been a further severe decline in importation.

A list of commercial agents and distributors of food products in Havana is on file at the Department of Trade and Commerce, Ottawa, and will be furnished to interested Canadian firms on request. The Canadian Trade Commissioner invites quotations and particulars from Canadian manufacturers.



## INCREASE IN IMPORTS OF SULPHATE OF AMMONIA INTO JAPAN

JAMES A. LANGLEY, COMMERCIAL SECRETARY

Tokyo, November 16, 1932.—A licensing system was brought into effect during 1931 by the Japanese authorities in order to curtail the importation of foreign sulphate of ammonia, as it was considered at that time that domestic production had reached a point where it was sufficient to take care of the requirements of the country. During the last few months, however, conditions have changed, due in part to scarcity of water in the producing areas, and farmers are faced with a shortage of supplies and rising prices. Manufacturers are curtailing the filling of orders, and as they are unable to obtain their requirements from domestic producers, the larger Japanese wholesale firms who handle sulphate of ammonia are approaching foreign concerns for supplies to make up the shortage. It is estimated that domestic stocks in the hands of these firms have been reduced to around 30,000 tons. On the other hand, stocks of sulphate of ammonia estimated at 100,000 tons are held in bond, principally by British and German firms, and cannot be released without permission from the authorities. So far such permission has not been requested, the policy being apparently to hold the stocks off the market until an attractive price has been offered. Of the above quantity, German stocks are placed at 60,000 tons, stocks held in Korea by Japanese firms at 30,000 tons, and the balance of 10,000 tons are held within Japan by British interests. There seems to be no doubt but that the necessary import licence will be granted.

The domestic production of sulphate of ammonia is estimated at 450,000 tons; market prices have advanced to about 120 yen per ton.

The year in the sulphate of ammonia industry ends on July 31, and on this basis the following figures have been compiled. These do not take into consideration the changed conditions in the industry due to the forced curtailment of production and an increased consumption of fertilizers. They indicate the requirements of the trade under normal working conditions. The relation of supply and demand for a year is shown as follows:—

<i>Supply</i>		Tons
Stock brought forward previous year . . . . .		138,000
Domestic production . . . . .		722,000
Imports for one year . . . . .		278,000
Total . . . . .		1,138,000

<i>Demand</i>		Tons
Exports for the year . . . . .		20,000
Domestic consumption . . . . .		916,000
Stock carried forward . . . . .		202,000
Total . . . . .		1,138,000

The demand for the present year (to July 31, 1933) is placed at 1,000,000 tons, of which amount the domestic production is estimated at 700,000 tons and foreign imports at 200,000 tons. Construction of new factories and additions to plants now operating are contemplated by several firms in order to offset imports, and in a number of cases building operations have been started and machinery has been ordered. Dates of completion of these extensions range from December, 1932, to June, 1934, and when completed they will increase the combined productive capacity of the plants by 223,000 tons.

### FERTILIZER PRICES

Prices of nitrogen fertilizers have been on the up grade and have now reached an unusually high point. Manchurian bean cake was quoted in April

at 1.28 yen per piece, and—due largely to a shortage of stocks following the floods in Northern Manchuria and to the appreciation in the value of silver as compared to the yen—is now selling at 1.90 yen. The price of Chilean nitrate of soda is about 130 yen per ton, or 30 per cent higher than in May last. Calcium cyanide is also about 30 per cent above September prices.

The market prices of bleaching powder and caustic soda are rapidly rising due to an increased demand from paper mills. The production curtailment has been reduced from 45 per cent to 35 per cent. The present market price has risen to 22 yen per 100 kilograms as compared with 13.50 yen in August.

## MARKET FOR GOLF BALLS IN JAPAN

A. KEITH DOULL, ASSISTANT TRADE COMMISSIONER

[The yen at present rate of exchange equals approximately 24½ cents Canadian funds]

Tokyo, November 16, 1932.—Golf has been played in Japan for nearly thirty years, and there are now over forty links scattered throughout the country; one or two of these are comparable to the best in the world in general layout, but the greens are not up to the best standards. Although the laying out of a number of public courses has brought the game within reach of the middle class, golf may still be considered a rich man's game in Japan.

### IMPORTS AND DOMESTIC PRODUCTION

No statistics are available of the imports of golf balls, but Great Britain and the United States are practically the only sources of supply. Great Britain, due to more favourable exchange rates, is at present doing a much larger business than the United States. The Dunlop Company of England has probably the largest sales of any individual firm. Other British firms engaged in exporting golf balls to this country are the North British Rubber Company, Spalding's, and Silvertown. The two largest United States suppliers are the United States Rubber Company and Spalding's.

Japanese golf balls are seldom if ever used by golfers who take high rank as players, except for practice. Many miniature courses as well as indoor and outdoor golf practice places are now being operated, and the domestic product caters to this demand. The output of the only large producer in Japan does not exceed 1,000 dozen balls per month.

At present, sales of the mesh type of ball are double those of the recessed type. For unknown reasons, however, this proportion changes from time to time, and it is expected that the recessed type will become more popular. The larger American ball is not as yet much in demand in Japan.

### PRICES

Spalding's and Dunlop's first-grade balls are at present retailing at 16 yen per dozen. The cheapest American balls on the market retail at 7 yen per dozen; the cheapest British ball at 7.50 yen. Spalding's of England's "Berwick" and "Blue Triangle" retail at 12 yen and 10 yen respectively. United States Spalding's balls are slightly higher. The United States "Jack Rabbit" retails at 8 yen, "Tiger" at 8.50 yen, and "Fairway" at 11 yen.

Canadian golf balls have been introduced, but their prices have been entirely out of line as compared to English and United States balls. There is little prospect of selling first-grade Canadian balls in this country unless they are advertised, but there should be at least a small market for the cheaper balls if Canadian manufacturers could meet the price.

There is an ad valorem duty of 25 per cent on imported golf balls.



## MARKET FOR ELECTRIC CLOCKS IN JAPAN

P. V. McLANE, ASSISTANT TRADE COMMISSIONER

Kobe, November 11, 1932.—Electrically-operated clocks have already found a market in Japan, and as a result three of the leading clock manufacturers have begun production, the value of which, however, is very small, being estimated at 300,000 yen a year. The clocks are usually sold through the large department and high-class clock stores in the larger cities. Prices of domestic makes vary from 8 to 30 yen, but so far these have not proven of very good quality, and there is a good possibility of developing an import trade.

Efforts have been made to sell German, Swiss, and United States makes, and one Canadian clock has been introduced, but no statistics of imports are available. The prices of imported clocks are much higher than the quotations for those of Japanese manufacture.

At the present time the utility as well as the sale of electric clocks is handicapped by conditions governing the domestic supply of electric current. Except in the larger cities, current is supplied during the hours of darkness only, and although it is on a definite cycle period, tests have shown that it varies to such an extent that an electric clock will not keep exact time. Efforts are being made, however, to have these unfavourable conditions remedied, and when this has been done a considerable stimulus to the use of electric clocks should result. Despite this handicap, there is evidence of an increasing demand for electric clocks in Japan. While the present low rate of exchange has the effect of restricting the importation of foreign makes, it is a trade that is based on quality and performance rather than on price, and this office would be interested in hearing from Canadian manufacturers regarding their products. In addition to a sample clock and full particulars regarding it, complete information should be given as to the possibility of obtaining parts, and concerning the methods of repairing any parts that are likely to go out of order. According to the trade, there is a possibility of developing business in electric clocks which operate from batteries or which have electric motors that are not disturbed by brief interruptions in the supply of electric current.

Electric clocks including master clocks and secondary clocks entering Japan are dutiable at the rate of 35 per cent ad valorem.

## MANCHURIAN CROP REPORT

PAUL SYKES, CANADIAN TRADE COMMISSIONER

Dairen, November 5, 1932.—A detailed review of the crop situation in Manchuria has been issued recently by the South Manchuria Railway Company. The year's production of cereals will apparently prove to be considerably below average. Decreased returns will be attributable not only to reductions in acreage sown but also, to a very considerable extent, to adverse weather conditions experienced during the growing season.

In the preparation of estimates of cereal production, Manchuria has been divided primarily into the customary northern and southern districts, while these in turn are subdivided, the former into seven sections and the latter into eight. These areas are, of course, the principal agricultural districts, adjacent to or inclusive of the main railway lines and waterways.

In respect to areas sown there was a serious decline during the current year as compared with 1931. In four of the fifteen agricultural districts seedings were equal in extent to those of the previous year, but substantial decreases are reported from all others and the net decline is estimated at 1,896,434 hec-

tares, or 14 per cent of the 1931 area of 13,733,250 hectares. The districts responsible for the greatest declines are those along the western and southern sections of the Chinese Eastern railway, the southern branch of the Sungari river, and in the west of Kirin province.

Undoubtedly one of the leading causes for decreases in land sown to cereal crops has been the interference by bandits with normal farming operations. In districts where insurgency and other forms of lawlessness have been experienced, farmers are reported, in many cases, to have been robbed of their seed, while in others they have restricted sowings for fear of complete loss of the harvest.

Percentage estimates of outturn correspond closely with those of areas sown. The estimated return in South Manchuria is 90 per cent of normal volume, that of North Manchuria 65 per cent, and that for the whole country 78 per cent. Beans, kaoliang, millet, maize, paddy field and upland rice are expected to prove respectively at 81, 81, 83, 83, 89 and 86 per cent of 1931 crop, but wheat and miscellaneous cereal harvests are calculated at only 54 and 70 per cent respectively of normal volume. The heaviest decreases in these two crops are reported from the Harbin district, the western section of the Chinese Eastern Railway, and the southern Sungari basin, where less than 50 per cent of the usual yield is expected.

Comparing percentage data relating to sowings and harvests, it is obvious that the past summer's floods have resulted in considerable damage. The fact also that the flooded districts are those in which sowings were below average renders it evident that these particular communities will in all likelihood experience a serious shortage in food supplies during the coming winter.

As throwing the general situation in relief the following table gives, for the whole of Manchuria, the estimated return for all principal cereals, with increases or decreases, as compared with 1931 returns.

*Summary of Manchurian Crop Estimates, 1932\**

	Area Sown Hectares	Percentage of Area Sown to 1931 Total	Estimated 1932 Crop 1,000 Kg.	Inc. or Dec. compared with 1931 1,000 Kg.
Soya beans . . . . .	3,697,576	102.0	4,220,774	— 1,006,236
Other beans . . . . .	271,532	100.0	253,763	— 59,057
Kaoliang . . . . .	2,581,697	100.0	3,636,535	— 860,955
Millet . . . . .	1,964,902	101.8	2,466,495	— 493,525
Maize . . . . .	864,764	101.4	1,419,839	— 286,271
Wheat . . . . .	1,252,289	93.0	864,728	— 733,582
Paddy field rice . . . . .	75,069	100.0	141,177	— 17,463
Upland rice . . . . .	108,444	100.0	140,064	— 22,683
Other cereals . . . . .	1,020,561	96.6	1,296,701	— 556,009
Total . . . . .	.....	.....	14,422,076	— 4,035,784

\* One hectare=2.471 acres; 1,000 kilograms=2204.6 lbs.

## CONDITIONS IN VENEZUELA

J. A. STRONG, CANADIAN TRADE COMMISSIONER

Panama City, November 22, 1932.—Business remains generally quiet in Venezuela, with merchants importing minimum quantities due mainly to the uncertainty of the exchange situation. The bolivar, with a value at par of 19.3 cents United States, was quoted early in September at under 13 cents. There was some improvement at the beginning of October, but it has again declined to approximately 13 cents. There is no Government control of exchange transactions. National finances, however, are in a sound position and—due to the fact that the import trade is in the main in the hands of the larger firms—the credit situation is fair.



Total imports into Venezuela in 1931 were valued at Bs.200,700,187 as against Bs.452,846,989 in 1929. Detailed statistics are not available for 1931, but imports through the port of La Guaiara, which account for approximately 50 per cent of the total trade, totalled 127,518,904 kilograms. The principal items were: heavy and light hardware, 19,559,918 kg.; foodstuffs and liquors, 28,396,012; lumber and wood products, 2,838,138; cement, 31,489,383; coal, 12,403,056; machinery, 2,739,069; railway materials, 2,859,271; general, textiles, etc., 20,703,444 kg.

Total exports from Venezuela in 1931 amounted to Bs.652,217,783 as compared with Bs.777,560,086 in 1929. Exports of crude petroleum in the latter year were Bs.578,709, leaving a balance of Bs.198,651 accounted for in order by coffee, cocoa, hides, rubber, etc. Production of petroleum in 1931 was 117,122,955 barrels as against 136,991,770 barrels in 1930 and 137,472,604 barrels in 1929.

## TRADE AGREEMENT BETWEEN CANADA AND SOUTHERN RHODESIA

The articles of the trade agreement entered into between Canada and the Colony of Southern Rhodesia, signed on August 20, 1932, at the Imperial Economic Conference at Ottawa, and Schedule B of the agreement which contains the scheduled preferences which Southern Rhodesia is to grant on Canadian goods are appended. These Southern Rhodesian preferences were brought into force by proclamation on October 4.

### Text of Trade Agreement

His Majesty's Government in the Dominion of Canada and the Government of the Colony of Southern Rhodesia, desiring to facilitate and extend still further their mutual relations of trade and commerce, have agreed upon the following Articles:—

#### ARTICLE I

Subject to the provisions of the Customs Tariff of Canada, except as hereinafter provided:—(a) goods, the produce or manufacture of Southern Rhodesia, enumerated in Schedule A to this Agreement, shall, when imported direct into Canada, enjoy the benefits of the tariff concessions indicated in the said Schedule; (b) all other goods, the produce or manufacture of Southern Rhodesia, shall, when imported direct into Canada, enjoy the benefits of the British Preferential Tariff.

#### ARTICLE II

Subject to the provisions of the laws of Southern Rhodesia relating to Customs, except as hereinafter provided:—(a) goods, the produce or manufacture of Canada, enumerated in Schedule B to this Agreement, shall, on importation into Southern Rhodesia, enjoy the benefits of the tariff concessions indicated in the said Schedule; (b) motor cars and rubber pneumatic tires and tubes, the produce or manufacture of Canada, shall, on importation into Southern Rhodesia, enjoy the benefits of the rates indicated in Note ii to item 129 and Note ii to item 260, respectively, of column B of the Customs Tariff; (c) all other goods, the produce or manufacture of Canada, shall, on importation into Southern Rhodesia, enjoy the benefits of the rates of column B of the Customs Tariff as applicable to goods imported from the United Kingdom and reciprocating British possessions.

ARTICLE III

1. Goods, the produce or manufacture of Southern Rhodesia, enumerated in Schedule A to this Agreement, shall, on importation into Canada, enjoy the benefits of the lowest rates of customs duty applicable to similar goods imported from any country.

2. Similarly, goods, the produce or manufacture of Canada, enumerated in Schedule B to this Agreement, shall, on importation into Southern Rhodesia, enjoy the benefit of the lowest rates of customs duty applicable to similar goods imported from any country.

ARTICLE IV

This Agreement shall be subject to the approval of the Parliament of Canada and Legislative Assembly of Southern Rhodesia. Upon approval being given it shall be brought into force upon a date to be agreed upon between the Governments of Canada and of Southern Rhodesia. It shall remain in force for a period of five years from the date of its coming into force and thereafter until the expiration of six months from the date on which either Government shall have given to the other notice of its intention to terminate the Agreement.

Done, in duplicate, at Ottawa, this twentieth day of August, one thousand nine hundred and thirty-two.

R. B. BENNETT

Signed on behalf of His Majesty's Government in the Dominion of Canada.

H. U. MOFFAT

Signed on behalf of the Government of the Colony of Southern Rhodesia.

SCHEDULE B

<i>Tariff Item</i>	<i>Designation of Goods</i>	<i>Tariff Rate</i>
	<i>Cream Separators,</i> the produce of Canada.....	Free;
	the produce of foreign countries.....	15% <i>ad val.</i>
119 (b)	<i>Batteries,</i> electrical; wet or dry, primary or secondary, including accumulators,  the produce of Canada.....	5% <i>ad val.</i> ;
	the produce of foreign countries.....	20% <i>ad val.</i>
251	<i>Boots and Shoes,</i> (a) of rubber, or boots and shoes the soles of which are wholly or partly of rubber,  the produce of Canada.....	10% <i>ad val.</i> ;
	the produce of foreign countries, provided that the margin of preference shall not be less than indicated here....	25% <i>ad val.</i> or 1/- per pair whichever duty shall be greater.



SCHEDULE B—*Concluded*

<i>Tariff Item</i>	<i>Description of Goods</i>	<i>Tariff Rate</i>
251	<i>Boots and Shoes—Con.</i> (b) all other, including slippers, sandals, infants' shoes and bootees, the produce of Canada.....	10% <i>ad val.</i> ;
	the produce of foreign countries.....	25% <i>ad val.</i>
263	<i>Boxes, wooden: empty or in shooks for packing and delivery of produce and other classes of goods,</i> the produce of Canada.....	Free;
	the produce of foreign countries.....	5% <i>ad val.</i>
279	<i>Wood:—</i> (a) Unmanufactured, the produce of Canada.....	Lowest rate to any country.
	(b) Ceiling and flooring boards; planed, tongued and grooved, the produce of Canada.....	Lowest rate to any country.
295	<i>Paper:—</i> (c) <i>News print</i> , in reels or in the flat, the produce of Canada.....	Free;
	the produce of foreign countries.....	10% <i>ad val.</i>
	(d) Plain or composite, n.e.e.: (i) In the original mill wrappers, flat or folded, not less than 16 inches by 15 inches, the produce of Canada.....	Free;
	the produce of foreign countries.....	10% <i>ad val.</i>
	(ii) In reels, including paper in reels used for the mono-type type-setting machine, the produce of Canada.....	Free;
	the produce of foreign countries.....	10% <i>ad val.</i>
295 (e)	<i>Wrapping</i> (including browns, casings, sealings, nature or ochre browns, sulphites, krafts and bag papers): in original mill wrappers, or in sheets, or in rolls, when the weight of the paper, at a size of 29 inches by 45 inches, or its equivalent, is not less than 30 lbs. per ream of 480 sheets; but not including greaseproof, oiled, waxed, vegetable and imitation parchment, and cartridge papers and tinfoil and similar metallic papers, the produce of Canada.....	Free;
	the produce of foreign countries.....	10% <i>ad val.</i>
295 (f)	<i>Wrapping paper</i> (plain or printed, cut to size) for packing fresh fruit, the produce of Canada.....	Free;
	the produce of foreign countries.....	10% <i>ad val.</i>

## TRADE OF COLOMBIA, JANUARY TO SEPTEMBER

[Colombian dollar equals \$0.973 United States]

J. A. STRONG, CANADIAN TRADE COMMISSIONER

Panama City, November 22, 1932.—Imports into Colombia during the first nine months of this year amounted to \$21,601,054 as against \$35,204,705 for the corresponding period of 1931. The textile trade, mainly in piece goods, which accounted for more than 40 per cent of the imports this year, has been least affected; foodstuffs show the greatest decrease. Imports of drugs and chemicals valued at \$2,953,130, and paper and paper products at \$1,194,011, show a relatively smaller decline than the other groups.

Imports of foodstuffs were valued at \$1,600,122, or less than 7 per cent of the total as against 15 per cent in 1931. The consumption of imported wheat and wheat flour at present is small due to the high import duties in effect on practically all agricultural products. These duties have encouraged domestic production. Shipments of wheat from Canada to Colombia fell from 243,349 bushels during the first half of 1931 to 112,057 bushels during the corresponding period this year.

Colombia's export trade has been well maintained considering the present coffee prices, with the result that there is a substantial favourable trade balance. Total exports during the first nine months of 1932 were valued at \$55,053,428. Shipments of coffee amounted to \$31,606,516, and of petroleum to \$14,089,897, during this period.

The Government control of foreign exchange transactions remains in effect. The value of the Colombian peso is fixed nominally at 1.05. While there is no special difficulty in obtaining authorization for payments against merchandise from abroad, the necessary delay has been slightly greater recently on account of the internal dislocation of trade arising out of the trouble with Peru. The production of gold shows monthly increases, although exports for the nine-month period this year amounted to only \$3,119,413 as against \$14,804,408 last year. Import trade generally is stagnant and credits should be carefully checked.

## IMPORT TRADE OF MEXICO, JANUARY TO MARCH, 1932

H. LESLIE BROWN, ACTING TRADE COMMISSIONER

Mexico City, November 10, 1932.—The Mexican Department of Statistics has recently published a summary by main groups of the foreign trade of this country for the first quarter of the current year. A brief synopsis, omitting unimportant items, may be of interest to Canadian exporters, although, due to a rearrangement of classification, it is not possible to give comparisons with the statistics of the same period in previous years. Where the country of origin has not been given it has not been mentioned in the statistics.

Quantities are given by units or in metric tons (2,204 pounds), and all values have been converted to Canadian currency at the arbitrary rate of 3 pesos to the dollar (par rate is 2 pesos to the dollar), this being an approximation of the prevailing rate of exchange during the first quarter of 1932.

The total importations for the quarter (excluding bonds, money, etc.) were valued at 39,043,821 pesos as compared with 62,589,578 pesos in the same quarter of 1931; a decrease of about 37 per cent. Conversion to Canadian currency at the rates then prevailing would make the decrease even greater.

The principal ports of entry were Vera Cruz (12,395,408 pesos), Laredo (8,783,168 pesos), Tampico (4,132,612 pesos), and the Mexico City post office (2,350,319 pesos).



The most important countries of supply were the United States (25,960,153 pesos), Germany (4,206,427 pesos), Great Britain (2,655,375 pesos), France (1,865,220 pesos), Spain (1,115,455 pesos), Sweden (718,441 pesos), Italy (510,661 pesos), and Holland (436,116 pesos). The total from Canada (making no allowance for shipment through and from American ports) is given as 198,063 pesos.

#### ANIMAL MATERIALS

*Living Animals.*—Breeding animals valued at \$65,448 were imported, including mainly 250 head of pedigree cattle and 1,347 head of cattle, n.o.p. The United States was the main supplier. Horses, asses, and mules valued at \$20,123 were imported and smaller numbers of poultry and other animals, n.o.p. The total of this group was about \$91,789.

*Animal Foods.*—Fresh meats imported were valued at \$26,631 and consisted of all kinds of meats, poultry, and fish and shellfish. Salted, smoked, and preserved meats generally to the value of \$43,340 were imported. The most important items were bacon (8 tons), sausage casings and similar products (20.7 tons), and ham (54 tons). Most of the ham comes from the United States, with Germany, Spain, and Holland supplying lesser quantities.

The importations of fish and shellfish, dried or preserved, totalled \$100,641. The largest single item was dried cod (201 tons), which came mainly from the United States and Norway and was imported mostly just prior to Holy Week.

Of milk and its products the total was \$91,805, and was comprised mainly of condensed and powdered milks (247 tons), from the United States and Switzerland; butter (26 tons), mainly from the United States; and cheese (53.3 tons), from Holland, the United States, and Switzerland.

Lards to the value of \$513,373 were imported, mainly from the United States.

The total of animal foods imported was valued at about \$770,077.

*Unedible Animal Materials.*—Oils and greases were valued at \$36,535; raw wool was valued at \$127,729 and was imported mainly from France and Great Britain; other items were raw hides (\$3,450), tanned hides (\$63,884), and a variety of articles bringing the total of this group to about \$275,166.

#### VEGETABLE MATERIALS

*Fresh vegetable products,* including onions (111.7 tons), potatoes (101.3 tons), lettuce (27.4 tons), and others, to a value of about \$15,404, were imported.

*Grains, etc.,* were imported to a total value of about \$62,687. This group was comprised of rice (116.2 tons, from the United States and China; cacao (357 tons), from the United States, Ceylon, and the Dominican Republic; beans (23.2 tons); and wheat (41 tons), from the United States. The whole importation of wheat took place in the month of January.

*Preserved vegetable foods* totalled \$34,014 and consisted mainly of asparagus, mushrooms, sauces, etc.

*Spices* totalled \$37,980 and consisted mainly of cinnamon (115.4 tons), from the United States and Ceylon; and pepper (32.7 tons), from the United States.

*Fresh fruits* totalled \$6,365 and included apples (10 tons), from the United States; oranges (5.5 tons); pears (11 tons); and grapes (30 tons). These fruits were for the luxury trade as the tariffs are very high.

*Dried and preserved fruits* totalled \$47,986 and were supplied by Spain and the United States.

*Vegetable products for industrial use,* consisting of artificial silk (5 tons), jute (424 tons), copra (1,384 tons), cotton seed (50 tons), malt (48 tons), hops (24 tons) (from Germany mainly), etc., totalled \$171,931.

*Manufactured vegetable products* totalled \$248,027 and included sugar and its products (\$14,899); vegetable fats and oils (\$161,332), including olive oil (424 tons), cottonseed oil (49 tons), linseed oil (214.4 tons), etc.

*Woods* totalled \$148,922 and consisted mainly of shingles (\$4,380), from the United States and Great Britain; laminated woods (\$7,090), from Germany, Austria, Latvia, and Holland; construction woods of pine and fir (\$65,345), other construction woods (\$33,668), ties and posts (\$12,923).

## MINERAL MATERIALS

*Mineral oil and its derivatives* totalled about \$929,736 and consisted mainly of crude petroleum (\$168,181), natural gas (\$92,833), gas oil (\$15,313), and gasolene (\$301,917), etc. Practically all this material came from the United States.

*Non-metallic minerals in bulk* included asbestos fibre or powder (\$4,178), from the United States and Germany. Sulphur; carbonates of barium, calcium, strontium, and magnesium; feldspar; tale and mica bring the total to about \$75,625.

*Common Metals*.—Zinc (142 tons), iron and steel (81 tons), tin (15 tons), and small quantities of aluminium, copper, nickel, lead, etc., brought the total value to about \$28,235.

*Worked stones and minerals* totalled \$185,558 and included tiles, n.o.p. (315 tons), bricks (555 tons), porcelain (\$11,637), glass (352 tons), and bottles, etc. (283 tons). In each case the main suppliers were the United States and Germany, with small quantities from Great Britain, Spain, Japan, and Belgium.

*Common metals worked* included such items as aluminium wire, cable, bars, sheets, tubes, etc. (\$16,793); copper and its alloys in wire (from the United States), cable, bars, sheets, etc. (\$101,681); manufactures of tin, antimony, lead, and zinc (\$20,229); iron and steel in wire (from the United States, Great Britain, and Germany), cable (from the United States and Great Britain), bars, sheets (from the United States, Germany, and Great Britain), etc. (\$566,722), including pipes (2,674 tons) (from the United States, Germany, and Great Britain); articles of iron and steel (\$294,675), including nails, locks, razor blades, barrels, etc., mainly from the United States, Germany, and Great Britain. The total of this group was \$1,259,639.

## TEXTILES

*Of Cotton*—Yarns and threads amounted to \$235,798 and came mainly from Great Britain and the United States; woven goods amounted to \$169,592 and were also mainly from Great Britain and the United States.

*Of artificial silk and its mixtures* were imported to the value of \$437,934 from the United States, Great Britain, and Western Europe

*Of wool and other animal fibres* (except silk) totalled about \$61,155 and were imported from the United States, Great Britain, and Western Europe.

*Of silk and its mixtures*, totalling \$39,188 in value, were imported from the United States, France, and Germany.

*Of other fibres* imported amounted to about \$27,564.

## MANUFACTURES OF TEXTILES

*Of Cotton*—Socks and stockings, from Germany and the United States, totalled \$106,561; personal clothing, \$16,054; house furnishings, \$4,960; the total was \$137,658.

*Of Artificial Silk*—Socks and stockings, from Germany and the United States, \$15,597; personal clothing, mainly from France, \$12,337; the total was \$31,859.

*Of Wool and Other Animal Fibres* (except silk)—Socks and stockings, from the United States and France mainly, \$8,478; personal clothing, \$8,895; the total was \$18,160.

*Of Silk*—Socks and stockings, almost entirely from the United States, \$28,845; personal clothing, from Japan mainly, \$21,774; the total was \$52,504.

*Of Silk Mixed with Other Fibres*—Socks and stockings, almost entirely from the United States, \$31,277; the total was \$34,299.

*Of linen and other soft vegetable fibres* the total was \$4,631.

*Of jute and other hard vegetable fibres*, almost entirely of sacks from the United States; total about \$4,693.

## DRUGS AND CHEMICALS

*Organic acids* totalled \$29,238 and included denatured acetic (76.3 tons), with smaller quantities of citric, oxalic, tartaric, etc.

*Inorganic acids* totalled \$8,834 and included hydrochloric (26.3 tons) and sulphuric (18 tons), both mainly from the United States, as well as carbonic, boric, etc.

*Alkalis* totalled \$151,712 and comprised ammonia (67 tons), caustic potash (22 tons), and caustic soda (2,719.4 tons), all being mainly from the United States and Germany.

*Inorganic salts and oxides* totalled \$141,969 and were composed of numerous items, including copper sulphate (115.5 tons), magnesium sulphate (118.4 tons), sodium and potassium carbonates (1,275.2 tons), sodium and potassium chlorates (57.5 tons), sodium and potassium nitrates (153.5 tons), sodium and potassium silicates (180 tons), sodium hypo-



sulphite (273.4 tons), common salt (446.7 tons), etc. Practically all this material came from the United States and Germany.

*Other inorganic products* totalled \$27,825.

*Organic-metallic salts and oxides* totalled \$315,974 and comprised white cyanides of potassium and sodium (244.7 tons), black alkaline cyanides, in small sheets (1,948.2 tons), calcium carbide (569.7 tons), etc. The United States and Germany supplied most of this material, but Canada shipped 272 tons of black cyanides and 154 tons of calcium carbide.

*Disinfectants of all kinds* totalled \$34,240.

*Medicines* totalled \$349,412 and comprised oils, pomades, unguents, aromatic waters, elixirs, injections of all kinds, veterinary medicines, etc.

*Curative materials* such as cotton, ligatures, etc., totalled \$33,548.

*Soaps* of all kinds totalled \$8,664.

*Perfumes* of all kinds were imported to the value of \$44,665.

*Varnishes, waxes, and colours* totalled \$212,096 and comprised white or coloured varnishes, n.o.p. (62.8 tons); colours of vegetable origin, in powder or crystals (41.7 tons); colours of mineral origin, in powder or crystals (296.7 tons); colours derived from coal tar, in powder or crystals (114 tons); prepared non-metallic colours (116.5 tons), etc. The main suppliers were the United States and Germany.

*Inks*, mostly printing, totalled \$27,431.

#### MISCELLANEOUS

*Alcoholic beverages* to a total value of about \$145,955 were imported during the quarter, and were principally wines, liqueurs, and strong waters from Spain, France, Italy, and Great Britain.

*Mechanical woodpulp* (156 tons) and chemical pulp (3,912 tons) were imported to a value of about \$149,581. The main suppliers were Germany, Great Britain, Norway, Finland, and Sweden.

*Plain paper* imported was valued at \$64,572 and came mainly from the United States and Germany.

*Prepared paper* totalled \$152,682, and comprised cigarette paper (137.6 tons); aluminiumed, bronzed, gilded or silvered (41.5 tons); coloured, n.o.p. (7.9 tons); gummed (11.3 tons), paraffined (38 tons), etc. Most of it was imported from the United States and Germany, with lesser quantities from Spain and other countries.

*Printed and engraved papers*, including catalogues, calendars, etc., totalled \$39,111 and came mainly from the United States, Germany, and Western Europe.

*Articles of paper*, including pads, blank books, albums, boxes, etc., totalled \$35,554.

*Printed books, periodicals, etc.*, totalled \$136,134.

*Hats* of all kinds totalled \$37,179 and came from the United States and Italy mainly.

*Celluloid articles*, including films, etc., totalled \$153,059.

*Gelatine* was imported to the value of \$24,870.

*Rubber manufactures*, including tubes and piping (34.7 tons), from the United States, Germany, and Great Britain; sheets (24.9 tons), from the United States and Germany; gums, balls, toys, etc., were imported to the value of \$71,567.

*Diverse articles*, n.o.p., including baggage of travellers, linoleum (10 tons), from the United States and Canada; sample merchandise, electrical energy (on Northern border), etc., made a total of \$157,473.

#### MACHINERY

*Generators, transformers, and accumulators* were imported to a value of \$170,548 and consisted in general of electric accumulators (\$11,252), steam boilers (\$12,222), electric generators and motors (\$36,376), electric transformers (\$40,157), etc.; the supplying countries were the United States, Germany, and Belgium.

*Machinery moved mechanically*, including ploughs (\$31,718), pumps (\$36,886), both mostly from the United States, and numerous other varieties of machinery for weaving, grinding, etc., made a total of \$349,534.

*Machinery with pedals or levers*, including pumps (\$11,557), mills (\$7,973), etc., from the United States and Germany mainly, totalled \$39,338.

*Electrical apparatus* was imported during the quarter to the value of \$281,311 and consisted mainly of radio receivers (\$86,567) from the United States, telephone apparatus (\$112,615) from Sweden, lamps (\$12,683) from the United States and Germany, and radio bulbs (\$29,250) from the United States.

*Parts for electrical installations*, including sockets, rosettes, interruptors, etc., were imported to a total value of about \$84,982.

*Other apparatus* totalled \$289,076 and included calculating, writing, and mimeographing machines (\$48,313), from the United States; heating apparatus (not electrical) (\$21,527); valves and keys of all kinds (\$31,501), from the United States, Germany, and Poland.

*Hand tools*, including machetes, picks, axes, etc., totalled \$140,627.

#### SUNDRY

*Explosives* totalled \$113,636 and were almost entirely from the United States.

*Cartridges* to the value of \$18,265 were imported.

*Musical instruments* of all kinds were valued at \$7,277.

*Vehicles* were imported to a total value of \$998,751 and comprised aeroplanes (\$99,439), passenger automobiles (\$654,608), automobile trucks (\$59,621), auto chassis (\$33,414), etc. The United States was the principal source of supply.

*Spare parts and repair parts*, including tires valued at \$171,100 and inner tubes of \$6,734 in value, were imported from the United States, Great Britain, and Germany. The total of this group was \$454,500.

### ASSISTANCE THAT CAN BE GIVEN BY CANADIAN TRADE COMMISSIONERS

Many manufacturers and exporters apparently are not fully advised as to the valuable services that can be rendered by Canadian Trade Commissioners. The attached is therefore issued with a view to rendering the activities of Canadian Trade Commissioners of greater use to manufacturers and exporters generally.

#### COMMERCIAL INFORMATION

1. Manufacturers and exporters can receive up-to-date information through the *Commercial Intelligence Journal* or by direct correspondence with the Department or any of the Canadian Trade Commissioners as to:—

- (a) The present and prospective demand for their goods.
- (b) Foreign and local competition (with specimens, catalogues and prices).
- (c) Details of best selling methods.
- (d) Reports on foreign buyers, though the Department cannot assume any responsibility in any opinions expressed by Trade Commissioners. They, however, will use their best endeavours to advise exporters as to the standing of such firms.
- (e) Specifications of articles in particular demand.
- (f) Inquiries for goods, and by means of an efficient system for collecting such inquiries the names can be obtained from time to time from the Commercial Intelligence Branch of the Department at Ottawa.

#### AGENTS, BUYERS, AND DISTRIBUTORS

2. Trade Commissioners will also:—

- (a) Recommend to intending exporters the names of responsible parties in a position to act as agents or buyers and distributors.
- (b) Give every possible assistance to such agents, etc., and will introduce them to influential individuals or associations who may be in a position to buy goods from Canada.



- (c) Give confidential information, when so requested, as to the activities of agents appointed by Canadian exporters, or firms to whom sales have been, or are being, made.

3. Trade Commissioners can assist in advising Canadian exporters and manufacturers:—

- (a) As to the best media in which to place advertisements and the form which such advertisements should take, i.e., their adaptation to the special requirements of the community.
- (b) In the display of catalogues, price lists and samples where they can be seen by potential buyers.
- (c) As to the distribution of trade literature and its probable cost.

#### GENERAL

- 4. (a) Trade Commissioners will always be glad to receive visitors from Canada and introduce them to possible buyers or agents, or put them in touch with such experts as legal advisers, interpreters, and shipping and banking representatives.
- (b) The good offices of Trade Commissioners can always be invoked with a view to settling difficulties which may arise between the Canadian exporters and buyers abroad.
- (c) Trade Commissioners will at any time provide such information as may be available as to freight rates, customs, port dues, etc., so as to enable Canadian firms to quote prices for delivery overseas. They will be glad also to provide information respecting cost of travel, regulations applicable to commercial travellers, packing and marking of goods, shipping accommodation, storage arrangements, and any other foreign government regulations or conditions which have to be complied with.

#### FINANCIAL ARRANGEMENTS

5. Particulars can be obtained with regard to:—

- (a) Terms of credit which may be given for foreign buyers.
- (b) Financial houses and banks who will discount bills or give credit.
- (c) Regulations governing the recovery of debts in foreign countries.
- (d) Disposal of goods abroad contracted for but not accepted by foreign buyers.
- (e) Infringement of trade marks or patent rights; and advice on registration.

#### INFORMATION NECESSARY TO THE TRADE COMMISSIONER

When a Canadian exporter desires the assistance of a Trade Commissioner in marketing his goods abroad, he should with the first letter provide that officer with the following:—

- (a) Catalogues and best export prices c.i.f. port of entry, or failing that, f.o.b. Canadian port. It is quite useless to send prices f.o.b. factory.
- (b) Details regarding process of manufacture if convenient.

- (c) If not too bulky, samples of what the firms have to offer should be forwarded—not necessarily a full range—and a draft or money order sufficient to cover the customs duties and landing charges on the samples.
- (d) Bankers' references.
- (e) The proportion of output which is available for export, time required to ship from receipt of order and the quantity for which orders will be accepted.
- (f) Details of the experience he has had in the territory served by the Trade Commissioner.
- (g) Information regarding previous connections, if any, which he has either with agents or importers. If connections still exist, what, if any, bearing will they have on fresh contacts that may be established through the efforts of the Trade Commissioner.

The Trade Commissioner will thus be in a position to make a survey of his territory, report the opportunities for the lines to be exported, and can then either place the exporter in communication with reliable importers or recommend suitable agents.

### BRITISH MERCHANDISE MARKS ACT

SPOONS, FORKS, KNIVES, GOLD AND SILVERSMITHS' WARES, AND WATCH AND CLOCK CASES

In pursuance of the Merchandise Marks Committee's recommendations reported in *Commercial Intelligence Journal* No. 1439 (August 13), the Board of Trade now announce that drafts Merchandise Marks (Imported Goods) Nos. 1 and 2 Orders, 1933, have now been laid before Parliament, which, when approved, will give effect to the marking proposals indicated in respect to imported spoons, forks, knives, gold and silversmiths' wares, and watch and clock cases.

#### WROUGHT HOLLOW-WARE: MATHEMATICAL INSTRUMENTS

Simultaneously, Merchandise Marks No. 3 Draft Order, 1933, which will require imported wrought hollow-ware of iron or steel, self colour, galvanized, tinned, japanned, etc., to bear an indication of origin on importation into the United Kingdom, and Merchandise Marks No. 4 Draft Order, 1933, which will apply in the same way to imported compasses, ruling or drawing pens and dotting pens, have been formulated for submission to Parliament. Details of the proposals were published in *Commercial Intelligence Journal* No. 1496 (October 1) and No. 1499 (October 22, 1932).

### UNITED KINGDOM FISH DUTIES INQUIRY

The Import Duties Advisory Committee of the United Kingdom has made public a notice addressed to the British Trawlers' Federation, Limited, respecting an application for additional duties on fresh fish of foreign taking. The committee were in doubt if the full effect of the ad valorem duty on foreign fish could yet be estimated. The conclusion was to defer decision as to increased duty for the time being, but they are prepared to renew their consideration of the matter early next year in the light of the conditions then prevailing. The notice states that present depression appears to be due not so much to the volume of fish landed as to the general decline of purchasing power and fall in the prices of other foodstuffs, with consequent adverse effect on the demand and prices obtainable for fish.



## TARIFF CHANGES AND CUSTOMS REGULATIONS

### Irish Free State Poultry Bounty

Mr. John H. English, Canadian Trade Commissioner in Dublin, writes under date November 18, 1932, that it is announced by the Irish Free State Executive Council that, commencing November 21, the following export bounties are to be paid on eggs and poultry shipped from the Irish Free State to the United Kingdom:—

- (1) Eggs, until February 28, 1933, per great hundred: extra selected, 1s. 7d.; selected, 1s. 6d.; medium, 1s. 3d.; pullets, 1s.; ducks, 1s. 3d.; preserved, 1s.
- (2) Dead poultry, until January 15, 1933, per pound: turkeys, 4d.; other, 2d.

### Bermuda Tariff Preferences

Mr. Frederic Hudd, Canadian Trade Commissioner in New York, reports that the Bermuda Legislature on November 30 took favourable action respecting the new preferences proposed at the Imperial Economic Conference. These new preference margins as regards Bermuda were:—

	Margin of Preference
Cotton and rayon hosiery . . . . .	6d. per pair
Silk hosiery . . . . .	9d. per pair
Rubber-soled canvas boots and shoes . . . . .	1s. per pair
Electrical apparatus and appliances . . . . .	15% ad val.
Furniture . . . . .	10% ad val.
Hardware . . . . .	10% ad val.
Eggs . . . . .	2d. per doz.
Canned meats . . . . .	10% ad val.
Canned fruits and vegetables . . . . .	15% ad val.
Bacon and ham . . . . .	½d. per lb.
Butter . . . . .	1½d. per lb.

The former preference on these goods was a remission of a surtax of one-quarter of the ordinary tariff which applied to non-Empire goods. Information has not yet been received as to how the tariff has been adjusted to afford the new preferences. This information, when received, will be published in the *Commercial Intelligence Journal*.

### Certificate of Origin for Motor Vehicles in Hongkong

Mr. V. E. Duclos, Canadian Trade Commissioner, cables that Hongkong will accept the United Kingdom form of certificate of origin as proof of the Canadian or other British Empire content of motor vehicles. This form (120 Sale) may therefore be used for shipments of Canadian motor vehicles to Hongkong in order that they may be exempt from the registration fee of 20 per cent ad valorem recently imposed on foreign cars. Details respecting this new Hongkong tax were published in *Commercial Intelligence Journal* No. 1499 (October 22) and No. 1505 (December 3).

### Wheat Import Restrictions in Esthonia

Mr. Robt. S. O'Meara, Canadian Trade Commissioner in Hamburg, writes under date November 22, 1932, that an announcement was made in September to the effect that the Esthonian Government would prohibit the import of wheat until local stocks were consumed. This position has been confirmed, and for the present there does not appear to be any need for fresh imports.

Under date November 6, 1931, the State established a control of imports of certain goods, and on November 10, 1931, grain, wheat, and flour were specifically included for control by restricting imports under issue of licences, when necessary. Since June of this year it had become manifest that the wheat crop would be a good one, and the ministry simply ceased to issue licences.

It is reported that the 1931 crop of wheat was 47,289 tons, and 11,918 tons were imported, making a total available of 59,207 tons. For this year the esti-

mated crop is 56,461 tons, and up to the end of June as much as 5,362 tons had been imported, making a total available of over 61,000 tons for the current year, without further purchases from foreign sources of supply.

### French Tariff on Lumber

[100 kilograms equals 220.4 pounds; franc at current exchange equals 4.54 cents; metre (100 centimetres or 1,000 millimetres) equals 39.37 inches]

Mr. Maurice Bélanger, Assistant Trade Commissioner in Paris, writes under date November 22 that, under a decree dated November 19 and published in the *Journal Officiel* of November 20, the French Government have increased the duties on certain classes of lumber as shown in the list below. It is stated in the decree that the changes made are only temporary, but no time limit is set. This decree takes effect immediately.

	Former Rate		New Rate	
	General Tariff Frns.	per 100 Kg. Gross Minimum Tariff Frns.	General Tariff Frns.	Minimum Tariff Frns.
Common woods, in rough logs, not squared, with or without bark, of any length, and with a circumference of more than 60 cm. at the thickest end. . . . .	13.00	3.25	20.00	5.00
Squared or sawn common wood—				
Railway sleepers of soft or hard wood:				
80 mm. and more thick. . . . .	20.00	6.00	44.00	11.00
Less than 80 mm. thick. . . . .	25.00	7.00	48.00	12.00
Other, having a thickness of:				
80 mm. and more. . . . .	20.00	7.50	48.00	12.00
From 35 mm. excl. to 80 mm. excl. . . . .	25.00	8.75	56.00	14.00
From 2 mm. exclusive to 35 mm. inclusive, not including wood for use in veneering . . . . .	25.00	12.00	72.00	18.00
Common wood:				
Paving blocks cut in pieces . . . . .	35.00	10.00	80.00	20.00
Thin split wood . . . . .	30.00	10.00	64.00	16.00
Hoop wood and prepared poles . . . . .	35.00	10.00	80.00	20.00
Perches, poles and staffs, rough, more than 1.10 metre in length and of a maximum circumference of 60 cm. at the thickest end . . . . .	6.00	1.50	8.00	2.00
Logs, 1.10 metre or less in length, split in quarters or in round pieces, having a maximum circumference of 60 cm. at the thickest end, brush and firewood. . . . .	4.00	1.00	8.00	2.00

Imports from Canada are assessed under the general tariff.

### Temporary Surtax in Grenada

Mr. Wm. Frederick Bull, Acting Trade Commissioner in Port of Spain, writes under date November 24, 1932, that on October 19 the Legislative Council of Grenada passed Ordinance No. 8 of 1932 by which a temporary surtax of 15 per cent was imposed on all goods subject to duty on importation into Grenada with the exception of empty bags and sacks (not including paper bags), salted or dried fish, wheaten flour, and refined and unrefined sugar. This surtax is to remain in force until the first day of January, 1934, unless otherwise determined by the Legislative Council.

### Brunei Increases British Preference on Motor Cars and Parts

The State of Brunei has revised the customs tariff with effect from October 1, 1932, whereby motor and other mechanically propelled road vehicles, and motor car tires, tubes and accessories are duty free when of British Empire origin, and 20 per cent ad valorem when of non-British Empire origin. The former rates were 2½ per cent ad valorem British preferential tariff, and 5 per cent ad valorem general tariff.



## TRADE OPPORTUNITIES ABROAD FOR CANADIAN PRODUCTS

The Trade Inquiries for Canadian products published below have been received since the publication of the last issue of the *Commercial Intelligence Journal*. Interested exporters may secure the names and addresses of the firms making these inquiries, together with further details regarding the commodities required, on application to the Director, Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa, or—

### Secretary, Board of Trade—

St. John, N.B.,	Stratford, Ont.,	Winnipeg, Man.,
Halifax, N.S.,	Woodstock, Ont.,	Vancouver, B.C.,
Quebec, P.Q.,	St. Mary's, Ont.,	New Westminster, B.C.
Montreal, P.Q.,	Portage la Prairie, Man.,	
Toronto, Ont.,	St. Boniface, Man.,	

### Secretary, Chamber of Commerce—

Sherbrooke, P.Q.,	Belleville, Ont.,	Hamilton, Ont.,
Kingston, Ont.,	Peterborough, Ont.,	Victoria, B.C.,
Oshawa, Ont.,	London, Ont.,	Prince Rupert, B.C.

Border Chamber of Commerce, Windsor, Ont.

La Chambre de Commerce, de Montréal, 25 St. James E., Montreal, P.Q.

### Secretary, Canadian Manufacturers' Association—

Toronto, Ont.,	Winnipeg, Man.,	Vancouver, B.C.,
Montreal, P.Q.,	Edmonton, Alta.,	Victoria, B.C.

The Maritime Provinces Trade Commissioner, 122 Federal Building, Toronto, Ont.

The Bureau of Provincial Information, Victoria, B.C.

Commodity	No.	Location of Inquirer	Purchase or Agency
<b>Foodstuffs—</b>			
Fish.....	860	Milan, Italy.....	Agency.
Dried Cod.....	861	Portuguese West Africa....	Purchase.
Canned Salmon.....	862	Brussels, Belgium.....	Agency.
Canned Salmon.....	863	Copenhagen, Denmark....	Agency.
Canned Lobster.....	864	Stockholm, Sweden.....	Agency.
Canned Fruit.....	865	Copenhagen, Denmark....	Agency.
Canned Fruit.....	866	Antwerp, Belgium.....	Agency.
Canned Fruit.....	867	Brussels, Belgium.....	Agency.
Dried Apples.....	868	Helsingfors, Finland.....	Agency.
Evaporated Apples (Rings).....	869	Brussels, Belgium.....	Agency.
Flour.....	870	Oslo, Norway.....	Agency.
Maple Sugar and Syrup.....	871	Brussels, Belgium.....	Purchase and Agency.
Food Products.....	872	Bristol, England.....	Agency.
<b>Miscellaneous—</b>			
Druggists' Sundries.....	873	Helsingfors, Finland.....	Agency.
Pharmaceutical and Proprietary Medicines.....	874	Copenhagen, Denmark....	Agency.
Toilet Preparations.....	875	Copenhagen, Denmark....	Agency.
Perfumery and Toilet Preparations.....	876	Dairen, Manchuria.....	Purchase and Agency.
Equipment for Sawmills other than Woodworking Machinery.....	877	Oslo, Norway.....	Agency.
Maple and Birch Flooring.....	878	Oslo, Norway.....	Agency.
Wooden Shoe Shanks.....	879	Mussbach (Pfalz), Germany.....	Purchase.
Douglas Fir Plywood.....	880	Antwerp, Belgium.....	Purchase.
Industrial Articles and Products, such as abrasive, polishing, cleaning, soldering and cementing products; putty and anti-acid varnishes, knives, felt and metal gauze for paper mills; belting, etc.....	881	Brussels, Belgium.....	Purchase and Agency.
Rubber Articles.....	882	Milan, Italy.....	Agency.
Zinc.....	883	Stockholm, Sweden.....	Purchase.
Lead.....	884	Stockholm, Sweden.....	Purchase.
Copper.....	885	Stockholm, Sweden.....	Purchase.
Raw Metals.....	886	Stockholm, Sweden.....	Agency.
Ice Hockey Equipment.....	887	Stockholm, Sweden.....	Purchase.
Wood Wool.....	889	Birmingham, England....	Purchase.

## FOREIGN EXCHANGE QUOTATIONS FOR WEEK ENDING DEC. 5

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending December 5, 1932, with the official bank rate. Quotations for the week ending November 28, 1932, are also given for the sake of comparison:—

Country	Unit	Nominal Quotations in Montreal Week ending Nov. 28	Nominal Quotations in Montreal Week ending Dec. 5	Official Bank Rate
Austria	Schilling	\$ .1676	\$ .1658	6
Belgium	Belga	.1647	.1629	3½
Bulgaria	Lev	.0085	.0084	8
Czechoslovakia	Krone	.0352	.0348	4½
Denmark	Krone	.1979	.1958	3½
Finland	Markka	.0176	.0173	6½
France	Franc	.0465	.0459	2½
Germany	Reichsmark	.2825	.2797	4
Great Britain	Pound	3.7921	3.7654	2
Greece	Drachma	.0069	.0067	10
Holland	Guilder	.4777	.4726	2½
Hungary	Pengo	.2081	.2059	4½
Italy	Lira	.0607	.0597	5
Jugo-Slavia	Dinar	.0204	.0202	7½
Norway	Krone	.1961	.1941	4
Portugal	Escudo	.0364	.0361	6½
Roumania	Leu	.0071	.0070	7
Spain	Peseta	.0970	.0960	6
Sweden	Krona	.2064	.2071	3½
Switzerland	Franc	.2287	.2261	2
United States	Dollar	1.1887	1.1762	2½
Argentina	Peso (Paper)	.3075	.3043	—
Brazil	Milreis	.0891	.0882	—
Chile	Peso	.0728	.0720	4½
Colombia	Peso	1.1412	1.1292	5
Mexico	Peso	.3935	.3855	6-7
Peru	Sol	.2080	.2058	6
Venezuela	Bolivar	.1991	.2058	—
Uruguay	Peso	.5616	.5557	—
Cuba	Peso	1.1879	1.1754	—
Hongkong	Dollar	.2617	.2552	—
India	Rupee	.2912	.2852	4
Japan	Yen	.2466	.2399	4.38
Java	Guilder	.4778	.4728	4½
Shanghai	Tael	.3447	.3293	—
Siam	Baht (Tical)	.....	.....	—
Straits Settlements	Dollar	.4576	.4425	—
New Zealand	Pound	3.4591	3.4347	—
British Guiana	Dollar	No quotation	No quotation	—
Jamaica	Pound	No quotation	No quotation	—
Other British West Indies	Dollar	No quotation	No quotation	—
Martinique	Franc	.0465	.0460	—
Guadeloupe	Franc	.0465	.0460	—
Australia	Pound	3.0351	3.0137	—
Egypt	Pound (100 piastres)	3.8892	3.8618	—

## PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate and subject to change without notice)

## From Halifax

To Liverpool.—Duchess of Athol, Dec. 16 and Jan. 15; Montrose, Dec. 24; Montclare, Dec. 31 and Jan. 28; Montcalm, Jan. 7; Duchess of York, Jan. 21—all Canadian Pacific; Newfoundland, Dec. 20; Nova Scotia, Jan. 14—both Furness Line; Manchester Hero, Manchester Line, Dec. 31; Nubian, Jan. 5; Mercian, Jan. 19—both Leyland Line; Antonia, Cunard Line, Jan. 22.

To London.—Beaverburn, Dec. 17 and Jan. 21; Beaverdale, Dec. 24 and Jan. 28; Beaverbrae, Dec. 31; Beaverhill, Jan. 7; Beaverford, Jan. 14—all Canadian Pacific; Sardinian Prince, Dec. 12; Italian Prince, Dec. 26—both Furness Prince Line; Samaria, Cunard Line, Dec. 17.



*To Southampton.*—Westernland, Dec. 15; Pennland, Jan. 1 and 29—both Red Star Line.  
*To Manchester.*—Manchester Brigade, Dec. 16; Manchester Division, Dec. 30; Manchester Hero, Dec. 31; Manchester Commerce, Jan. 13; Manchester Citizen, Jan. 27—all Manchester Line; Nubian, Jan. 5; Mercian, Jan. 19—both Leyland Line.

*To Avonmouth, Cardiff and Swansea.*—Kastalia, Dec. 17; Salacia, Dec. 31—both Cunard-Donaldson Line.

*To Glasgow.*—Sulairia, Anchor-Donaldson Line, Dec. 24.

*To Newcastle and Leith.*—Cairnglen (calls at Dundee and Hull), Dec. 12; Cairnross, Dec. 26; Cairnesk (also calls at Hull), Jan. 9—all Cairn-Thomson Line.

*To Antwerp.*—Beaverburn, Dec. 17; Beaverbrae, Dec. 31; Beaverhill, Jan. 7; Beaverford, Jan. 14; Beaverdale, Jan. 28—all Canadian Pacific; Westernland, Dec. 15; Pennland, Jan. 1 and 29—both Red Star Line.

*To Hamburg.*—Beaverdale, Dec. 24; Beaverburn, Jan. 21—both Canadian Pacific.

*To Gothenburg.*—Korsholm, Dec. 24; Lagaholm, Jan. 5—both Swedish-American-Mexico Line (also call at Copenhagen); Drottningholm, Swedish-American Line, Jan. 20.

*To St. John's, Nfld., and St. Pierre-Miquelon.*—Newfoundland, Dec. 20 and Jan. 21; Nova Scotia, Dec. 31—both Furness Line (do not call at St. Pierre); Portia, Newfoundland Ry. and SS. Co., Dec. 24; Dominica, Furness-Red Cross Line, Dec. 26 and Jan. 9.

*To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.*—Lady Drake, Dec. 18 and Jan. 22; Lady Nelson, Jan. 1; Lady Hawkins, Jan. 15—all Canadian National.

*To Santiago (Cuba) and Kingston (Jamaica).*—Calabria, Dec. 21 and Jan. 18; Andalusia, Jan. 4 and Feb. 1 (calls at Montego Bay and other Jamaican outports)—both Pickford & Black, Ltd.

*To Bermuda, St. Kitts, Antigua, Guadeloupe, St. Lucia, Dominica, Martinique, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo.*—Zenda, Dec. 15 and Jan. 20; Moyra, Jan. 2—both Ocean Dominion SS. Corp.

*To Hamilton (Bermuda), Nassau (Bahamas), Kingston (Jamaica), and Belize (British Honduras).*—Cathcart (does not call at Hamilton or Nassau), Dec. 21 and Jan. 18; Lady Rodney, Dec. 28 and Jan. 25; Cavalier (does not call at Hamilton or Nassau), Jan. 4; Lady Somers, Jan. 11—all Canadian National.

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*To Colombia, Ecuador, Peru and Chile.*—A steamer, Canadian National, monthly.

*To Brisbane, Sydney and Melbourne.*—Canadian Challenger, Dec. 30; Canadian Constructor, Jan. 27—both Canadian National.

*To Auckland, Wellington, Lyttelton, Dunedin, Brisbane, Sydney and Melbourne.*—Canadian Victor, Dec. 23; Canadian Scottish (calls at Napier and Bluff), Jan. 20—both Canadian National.

### From Saint John

*To London.*—Beaverburn, Dec. 16 and Jan. 20; Beaverdale, Dec. 23 and Jan. 27; Beaverbrae, Dec. 30; Beaverhill, Jan. 6; Beaverford, Jan. 13—all Canadian Pacific; Ascania, Jan. 6; Alaulnia, Jan. 20—both Cunard Line

*To Liverpool.*—Duchess of Atholl, Dec. 15 and Jan. 14; Montrose, Dec. 23; Montclare, Dec. 30 and Jan. 27; Montcalm, Jan. 6; Duchess of York, Jan. 20—all Canadian Pacific.

*To Manchester.*—Manchester Brigade, Dec. 15; Manchester Division, Dec. 29; Manchester Commerce, Jan. 12; Manchester Citizen, Jan. 26—all Manchester Line.

*To Avonmouth, Cardiff and Swansea.*—Kastalia, Dec. 15; Salacia, Dec. 29; Airthria, Jan. 12; Vardulia, Jan. 26—all Cunard-Donaldson Line.

*To Glasgow.*—Sulairia, Dec. 22 and Jan. 20; Concordia, Jan. 5; Letitia, Feb. 3—all Anchor-Donaldson Line.

*To Antwerp.*—Beaverburn, Dec. 16; Beaverbrae, Dec. 30; Beaverhill, Jan. 6; Beaverford, Jan. 13; Beaverdale, Jan. 27—all Canadian Pacific; Hada County (calls at Havre), Dec. 23; Brant County, Jan. 6; Grey County (calls at Havre), Jan. 24—all County Line.

*To Newcastle and Leith.*—Cairnross (also calls at Hull), Dec. 24; Cairnesk (also calls at Hull), Jan. 7; Cairnglen (also calls at Dundee and Hull), Jan. 21—all Cairn-Thomson Line.

*To Belfast and Dublin.*—Dunaff Head, Dec. 18; Fanad Head, Jan. 3—both Head Line (cargo accepted for Londonderry and Cork).

*To Rotterdam.*—Kings County, Dec. 23; Brant County, Jan. 6; Grey County, Jan. 24—all County Line.

*To Hamburg.*—Beaverdale, Dec. 23; Beaverburn, Jan. 20—both Canadian Pacific; Augsburg, Hamburg-American North German Lloyd Line, Jan. 10 (calls at Bremen).

*To Alexandria, Port Said, Suez, Aden, Karachi, Bombay, Colombo, Madras, Rangoon and Calcutta.*—City of Guildford, Dec. 15; a steamer, Jan. 25—both American and Indian SS. (cargo accepted for other Eastern ports, also for British East African ports).

To *Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara*.—Lady Drake, Dec. 17 and Jan. 18; Lady Nelson, Dec. 28; Lady Hawkins, Jan. 11—all Canadian National.

To *Bermuda, St. Kitts, Antigua, Guadeloupe, Dominica, Martinique, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara*.—Zenda, Dec. 10 and Jan. 15; Moyra, Dec. 28 and Feb. 2—both Ocean Dominion Line.

To *Kingston and Jamaican Outports*.—San Bruno, Dec. 22 and Feb. 2; San Benito, Jan. 5; San Blas, Jan. 19—all United Fruit Line.

To *South France and Italian Ports*.—Valleluca, Dec. 25; Valfiorita, Jan. 20—both Lloyd-Mediterraneo-Italian Service.

To *West and South African Ports*.—Calumet, Dec. 25; Cochrane, Jan. 25—both Elder Dempster Lines, Ltd.

To *Montevideo and Buenos Aires*.—A steamer, Canadian-South American Line, Dec. 20 and Jan. 20.

### From New Westminster

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To *London, Hull, Newcastle and Hamburg*.—Napier Star, Dec. 19; Empire Star, Jan. 7; Albion Star, Jan. 19—all American Mail Line.

To *Liverpool, Glasgow, Southampton, Newcastle and Rotterdam*.—Gothic Star, Dec. 20; Tacoma Star, Jan. 5—both American Mail Line.

To *United Kingdom Ports*.—Imperial Valley, Dec. 17; Jersey City, Jan. 7—both T. A. Lee & Holway Ltd.; Benreoch, Anglo-Canadian Shipping Co., Dec. 18; Anniston City, Dec. 19; Logician, Dec. 28—both B. W. Greer & Sons.

To *Australian Ports*.—Waikawa, Canadian-Australasian Line, Dec. 16.

### From Vancouver

To *Yokohama, Kobe, Shanghai and Hongkong*.—Everett, Dec. 20; Olympia, Jan. 20—both Tacoma Oriental SS. (call Tsingtao, Dairen, Taku Bar, and Otaru but not at Hongkong); Hiye Maru, Dec. 15; Heian Maru, Jan. 12; Hikawa Maru, Jan. 26—all Nippon Yusen Kaisha (also call Osaka); Protesilaus, Dec. 19; Ixion, Jan. 8 (call Miiki); Tantalus, Jan. 29—all Blue Funnel Line.

To *Yokohama, Kobe, Shanghai, Hongkong and Manila*.—Empress of Canada (calls Honolulu), Dec. 17; Empress of Russia (calls Nagasaki), Dec. 31; Empress of Japan (calls Honolulu), Jan. 14; Empress of Asia (calls Nagasaki), Jan. 28—all Canadian Pacific; Seattle, Tacoma Oriental SS. (calls Osaka, Iloilo, Cebu and Legaspi but not at Shanghai), Jan. 8.

To *Yokohama, Kobe and Osaka*.—Koryu Maru, Dec. 28; Shiraha Maru, Dec. 26—both Empire Shipping Co.

To *Sourabaya, Samarang, Batavia, Singapore, Belawan Deli, Penang, Rangoon and Calcutta*.—Silverbelle, Silver-Java Pacific Line, Dec. 16 (also calls Manila and Iloilo).

To *Honolulu, Suva, Auckland and Sydney*.—Aorangi, Jan. 4; Niagara, Feb. 1—both Canadian-Australasian Line Ltd.

To *Auckland, Wellington, Melbourne and Sydney*.—Golden Harvest (also calls Lyttelton and Dunedin), Dec. 17; Golden Cloud, Jan. 17—both Oceanic and Oriental Navigation Co.; Hauraki, Canadian-Australasian Line, Dec. 27 (also calls Papeete, Lyttelton and Dunedin).

To *Brisbane, Sydney, Melbourne and Adelaide*.—Boren, Empire Shipping Co., December.

To *London, Liverpool and Cardiff*.—Imperial Valley, Reardon Smith Line, Dec. 20.

To *Liverpool, London, Southampton and Rotterdam*.—Damsterdyk, Royal Mail Lines Ltd., Dec. 18.

To *London, Hull, Bergen and Oslo*.—Knut Nelson, Fred Olsen Line, Dec. 26.

To *Rotterdam, Hamburg, Copenhagen and Hull*.—India, Dec. 24; Europa, Jan. 14—both East Asiatic Co., Inc.

To *Hamburg, Bremen and Antwerp*.—Tacoma, Dec. 14; Donau, Dec. 21; Stassfurt, Dec. 28; San Francisco, Jan. 4; Fste, Jan. 11; Oakland, Jan. 18; Witram, Jan. 25—all Hamburg-American-North German Lloyd Line.

To *Havre, Dunkirk, Bordeaux and Antwerp*.—San Antonio, Empire Shipping Co., Ltd., Jan. 2.

To *Scandinavian Ports*.—Balboa, Jan. 1; Annie Johnson, Jan. 14—both Johnson Line.

To *Port of Spain (Trinidad) and Bridgetown (Barbados)*.—Sunnanvik, Canadian Transport Co. Ltd., Dec. 28.

To *Port of Spain, Puerto Rico, San Juan and Ponce*.—Hollywood, McCormick Steamship Co., Dec. 22.

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910  
**CONDENSED LIST OF PUBLICATIONS ISSUED BY THE DEPARTMENT OF TRADE  
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Year Book of Canada.  
Report of the Dominion Statistician, Annual.  
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# COMMERCIAL INTELLIGENCE SERVICE

911

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912 **CANADIAN GOVERNMENT TRADE COMMISSIONERS—Con.**

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*London:* J. FORSYTH SMITH, Fruit Trade Commissioner, Walter House, Bedford Street, Strand, W.C.2. *Cable address, Canfrucom.* (Territory—for fresh fruit only—covers United Kingdom, Norway, Denmark, Sweden, France, Holland, Belgium, Germany, and Spain.)

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**Note.—Bentley's Second Phrase Code is used by Canadian Trade Commissioners.**

# Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

Minister: Hon. H. H. Stevens, M.P.

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## TABLE OF CONTENTS

	Page		Page
Trade of Egypt in 1931—		Import Trade of India in 1931-32. . .	927
II. Imports of Foodstuffs. . . . .	913	Wheat Situation in France. . . . .	931
Australian Financial and Commercial Conditions. . . . .	920	Salmon Market Conditions in France	932
Market for Rubber Goods in the United Kingdom. . . . .	923	Market for Dried Codfish in Naples	933
Market for Ice Cream Freezer Tubs in England. . . . .	925	Conditions in the United States. . .	934
Exhibition Commission's Co-operation in the "Buy British" Campaign in the United Kingdom. . . . .	926	Trade Agreement between Canada and the Irish Free State. . . . .	934
Air Mail Service to Java, Siam, and British Malaya. . . . .	926	Tariff Changes, etc. . . . .	935
		Foreign Exchange Quotations. . .	938
		Trade Inquiries. . . . .	939
		Proposed Sailings. . . . .	940
		Commercial Intelligence Service. . .	943

## TRADE OF EGYPT IN 1931

YVES LAMONTAGNE, CANADIAN TRADE COMMISSIONER

### II\*

### Imports of Foodstuffs

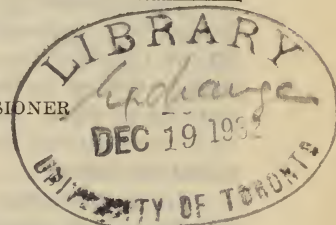
Foodstuffs constitute the third main group of imports into Egypt, textiles being the most important, followed by common metals and manufactures thereof, including machinery.

In 1931, foodstuffs formed about 17 per cent of the value of the total imports. The chief items in this group, as the following table shows, were wheat flour; coffee, tea, and spices; fresh fruits and nuts; fresh vegetables and olives; cheese; rice and wheat; meats and fish, fresh or preserved; and edible fats and oils.

#### IMPORTS OF FOODSTUFFS INTO EGYPT, 1931

Commodity		Chief Countries of Supply
Live animals. . . . .	£E 83,051	Arabia, Syria, Palestine, Cyprus.
Meats, fresh, preserved or canned	103,991	Australia, Italy, Argentine, U.K.
Fish, fresh, preserved or canned. .	162,975	Portugal, Spain, U.K., U.S.
Milk and cream, chiefly preserved	44,597	Switzerland, Holland, Canada.
Butter . . . . .	100,625	Syria, Australia.
Cheese . . . . .	304,606	Balkans, Italy, Switzerland, France.

\* The first part of this report, which dealt with the foreign trade of Egypt in general terms, was published in our last issue.





IMPORTS OF FOODSTUFFS INTO EGYPT, 1931—*Concluded*

Commodity		Chief Countries of Supply
Vegetables, fresh, including olives	389,668	Greece, Italy, Palestine, Cyprus.
Fruits and nuts, fresh . . . . .	637,205	Greece, Iraq, Turkey, Palestine.
Fruits and vegetables, preserved..	64,577	Italy, U.K., U.S.
Barley . . . . .	71,970	Syria.
Wheat . . . . .	215,343	Australia, India.
Maize . . . . .	63,483	Syria.
Rice . . . . .	258,302	India.
Flour of wheat . . . . .	1,151,166	Australia, U.S., France, Italy.
Semolina and groats of wheat ..	74,010	France.
Malt and starch . . . . .	38,828	Czechoslovakia.
Macaroni, alimentary pastes . . .	31,610	Italy, France.
Biscuits and bakers' products. . .	29,506	U.K., Belgium.
Sugar, refined, chiefly beet . . . .	38,395	Czechoslovakia.
Confectionery and chocolates. . .	72,865	U.K., Belgium, Switzerland.
Oil seeds, oleaginous fruits. . . .	66,383	Syria, Cyprus, India.
Oils and fats, edible. . . . .	157,189	France, Greece, Holland, Italy.
Coffee, tea, spices. . . . .	977,691	Ceylon, Brazil, India.
Miscellaneous . . . . .	86,362	
Total . . . . .	£E5,223,398	

## WHEAT

Imports of wheat into Egypt in 1931 totalled 38,151 metric tons valued at £E215,340 or approximately \$1,012,100, compared with 17,063 metric tons valued at £E126,000 in 1930, i.e. about twice as great. The increase is due partly to the fact that high import duties on foreign flour acted as an encouragement to the milling of foreign wheat which is richer in gluten than the Egyptian variety, but chiefly to the short local crop in 1930.

As in the previous year, Australia was in 1931 the chief supplier of foreign wheat, contributing 31,718 metric tons as against 9,401 tons in 1930. The balance in 1931 was supplied chiefly by Roumania (3,294 tons) and Bulgaria (2,681 tons).

Imports during the first eight months of 1932 totalled 37,192 tons (of which Australia contributed 29,809 and Bulgaria 5,860 tons), compared with a total of 30,364 tons for the same period last year (of which Australia supplied 30,181 tons). Owing to the large crop harvested in Egypt this year, it is likely that imports of wheat for the remaining four months of 1932 will be greatly reduced or almost entirely stopped, with a high customs duty on wheat as another contributing factor.

Imports of wheat during the years preceding 1931 are given in a table appearing further on together with imports of flour, and showing the extent of such imports in relation to the total requirements of the country.

*Egyptian Production of Wheat.*—Wheat is one of Egypt's most important crops. Up to a few years ago the growing of wheat was neglected in favour of cotton, the price of which was then very high and made its cultivation much more remunerative than cereals.

It has been estimated that in the year 1928 the total value of all agricultural crops in Egypt, based on an average area and yield covering the period 1923 to 1927, amounted to £E102,580,000, of which the cotton crop alone represented £E45,000,000 or 45 per cent, as against £E9,780,000 or 9·7 per cent for wheat and £E14,400,000 or 14 per cent for maize. The cotton crop therefore in 1928 was worth four and a half times the wheat crop, while the cultivated area under cotton was only 20·5 per cent greater than that sown under wheat.

In 1930, however, the price of Egyptian cotton fell to about 47 per cent and in 1931 to 25 per cent of the 1928 level, whereas the price of wheat in 1931 was less than 5 per cent below 1928 prices, so that at the present time the wheat

crop plays a far more important role in the economic life of Egypt than it did before the world depression set in three years ago. This situation is brought out in the following tables:—

*Yield and Price of Cotton in Egypt, 1928-32*

Year	Area	Yield	Crop	Price per	Value of Crop
	Feddans	Cantars	Cantars	Cantar <sup>1</sup>	£E
1928.. . . . .	1,738,000	4.64	8,068,000	25.88	41,760,000
1929.. . . . .	1,841,000	4.63	8,531,000	20.36	34,739,000
1930.. . . . .	2,082,000	3.97	8,276,000	12.04	19,928,000
1931.. . . . .	1,683,000	3.78	6,362,000	10.08	12,827,000
1932.. . . . .	1,094,000 <sup>2</sup>	3.74	4,086,000	13.00 <sup>3</sup>	10,624,000 <sup>4</sup>

<sup>1</sup> In talaris per cantar, the talari being 20 piastres or one dollar at par: one cantar=99 lbs.

<sup>2</sup> Under the law restricting the acreage, 1,250,000 feddans could have been cultivated this year.

<sup>3</sup> Present average value. <sup>4</sup> One £E being now equivalent to only \$3.40 against a par value of \$5.

*Area Under Cultivation in Cotton and Wheat, 1928-32*

Year	Total Area	Under	Under	Wheat Crop
	Cultivated	Cotton	Wheat	
	Thousands of Feddans <sup>1</sup>			Metric Tons
1927 .. . . . .	5,544	1,516	1,594	1,206,930
1928 .. . . . .	5,554	1,738	1,532	1,015,044
1929 .. . . . .	5,616	1,841	1,555	1,230,925
1930 .. . . . .	5,549	2,082	1,466	1,081,922
1931 .. . . . .	5,485	1,683	1,589	1,253,903
1932 .. . . . .	....	1,094	1,697	1,429,183

<sup>1</sup> One feddan=1.038 acres.

Owing to the limitations placed on the cultivation of cotton in 1931, the area sown under this crop in 1931-32 was for the first time less than that under wheat, but the increase in the acreage under wheat was much less than the reduction in cotton land allowed for.

This must be accounted for chiefly by the fact that wheat, like maize, is grown in Egypt mainly for local consumption, chiefly by the agricultural worker, and the existing methods of sowing, harvesting, handling, and sale of the crop are old-fashioned and inefficient. The lack of proper grading, the low gluten content, the high percentage of impurities, the lack of up-to-date storage plants, and the non-existence of an adequate marketing system, make exportation difficult and unprofitable.

The Government is planning to pay special attention to these various points and has under consideration the construction of a few modern warehouses where the grain may be cleaned and graded and properly stored. A Cereals Bourse has just been officially inaugurated at Rod el Farag, near Cairo, where registration of transactions and daily publication of prices will be compulsory.

In the event of any serious increase in production, under present conditions it would be practically impossible to relieve the situation by exportation and, the market being restricted to the local demand, prices would inevitably be forced down. This is exactly what happened this year, and the drop in price was further accentuated by a rush on the part of growers to sell, especially those who found themselves short of funds and pressed to meet taxes, rents or advances in money, seeds or fertilizers. Furthermore, the possibility of exports is governed by world prices which are actually at a low level, and below the price of local wheat, protected as it is by a high import duty. Thus, whereas Australian flour is quoted in bags at 126 shillings or 646 piastres a ton c.i.f. Alexandria, local wheat fetches from 680 to 710 piastres a ton. The following table shows the price range of Egyptian wheat in Cairo from 1927 to 1932. It may be pointed out in this connection that this crop comes on the market usually towards the end of May.



## Wholesale Price of Egyptian Wheat in Cairo

Date	Hindi		Baladi	
	Best	Commercial	Best	Commercial
Piastres per English Ton				
1927 Average . . . . .	975	900	988	955
1928 Average . . . . .	1,280	1,205	1,265	1,210
October 25 . . . . .	1,308	1,260	1,308	1,260
1929 May 30 . . . . .	924	877	897	897
October 31 . . . . .	1,021	997	1,033	1,002
1930 May 1 . . . . .	900	886	902	875
June 5 . . . . .	897	866	875	852
October 30 . . . . .	880	806	880	829
1931 May 7 . . . . .	998	947	998	947
May 28 . . . . .	839	808	857	806
October 29 . . . . .	954	897	954	897
1932 May 5 . . . . .	947	897	947	897
May 26 . . . . .	711	666	704	660
August 4 . . . . .	702	677	702	677

*Egyptian Varieties.*—There are a number of varieties of wheat grown in Egypt, but the two most important ones are known as the *hindi* and the *baladi*. Of the 1,700,000 acres cultivated under wheat in Egypt in 1932, just over 1,000,000 acres were sown under *hindi* and just under 600,000 acres produced *baladi*.

None of the varieties of wheat grown in Egypt are suitable to be employed alone for the making of the European type of bread, for which grades such as Manitoba and Plata wheats, etc., are required. The *hindi* wheat is superior to the *baladi* for milling purposes and the making of native bread, the average density of *hindi* being 780, reaching in some cases as much as 810 and giving flour containing 5 to 7 per cent of gluten of fair quality.

The *baladi*, while possessing the advantage of giving higher yields, are rather poor from the milling point of view, their density being 750 on an average and rarely exceeding 770. They produce a maximum of 75 per cent of flour, or 112 kilograms per ardeb of 150 kilos. The gluten content rarely reaches 5 per cent and is more commonly from 3 to 4 per cent. In order to use it, bakers must mix it with flour produced from *hindi* wheat or with imported flour to raise the gluten content.

*Prospects for 1933.*—There will be an important carry-over of the 1932 crop in the next year. Another factor, however, which will come into play in 1933 is that the acreage for the coming cotton crop has been fixed as follows: In the North Delta, where only long-fibre cotton or Sakellaridis is to be grown, cultivators will have the right to plant 40 per cent of their land under Sakel, as against 30 per cent last year. In the rest of Egypt, cultivators may plant 50 per cent of their land under cotton of any variety except Sakel, compared with 25 per cent last year.

This means that Egypt will be able to cultivate about 1,800,000 feddans of cotton as against the 1,250,000 feddans allowed by last year's regulations, and under which actually only 1,093,000 feddans were placed under cotton. The result will be a return to a normal cotton production based on a three years' rotation of crops, and a considerable decrease of the acreage to be sown under wheat.

It is to be presumed that imports of foreign wheat will be on a greatly restricted scale until the fall of 1933, when they may again increase.

## FLOUR

Imports of wheat flour into Egypt in 1931 decreased from 196,000 metric tons valued at £E2,106,000 in 1930 to 152,244 tons valued at £E1,151,000.

*Countries of Supply.*—The chief countries of supply are shown in the following table together with their respective shares in the import trade:—

	1930		1931	
	M. Tons	£E	M. Tons	£E
Australia . . . . .	95,223	1,087,000	100,049	741,500
France . . . . .	49,942	474,000	26,817	174,400
United States . . . . .	17,264	221,500	14,452	148,300
Italy . . . . .	21,000	187,800	5,163	38,800
Roumania . . . . .	591	8,200	966	8,000
British India . . . . .	1,852	21,900	863	6,200
Canada . . . . .	3,774	44,500	557	5,000
England . . . . .	1,100	12,200	164	2,200
Hungary . . . . .	4,627	44,000	95	700

Canadian trade statistics show exports to Egypt in the calendar year 1931 as totalling 13,700 barrels or 1,342 short tons valued at \$45,649, whereas the Egyptian statistics, converted into Canadian equivalents, give 1,228 short tons valued at \$23,440. The great discrepancy in value (the quantity being approximately the same) can only be explained by a difference in the valuation as taken by the customs in each country, and in this connection Egyptian values include cost of ocean transportation and insurance, while Canadian values are based on home market prices only.

The following table illustrates how greatly Canada's exports of flour to Egypt have decreased since the peak year of 1928 following on the changed conditions in world trade since 1929:—

#### *Exports of Canadian Flour to Egypt*

Fiscal Year ending March	Barrels	\$
1927 . . . . .	118,894	822,298
1928 . . . . .	152,146	942,569
1929 . . . . .	383,247	1,924,729
1930 . . . . .	62,624	317,967
1931 . . . . .	36,281	150,089
1932 . . . . .	9,119	28,848

For purposes of comparison the Egyptian returns of flour imports into Egypt for the calendar years 1926 to 1931 are also given, with special reference to Australia, the United States, and Canada. It is obvious upon comparing these two tables that the figures given in the one below for the United States from 1926 to 1930 must include considerable quantities of Canadian flour shipped via the United States and credited to that country.

#### *Imports of Flour into Egypt*

Calendar Year	Total Imports		Australia		United States		Canada	
	M. Tons	£E	M. Tons	£E	M. Tons	£E	M. Tons	£E
1926 . . . . .	203	3,229	113	1,844	41	...	...	...
1927 . . . . .	156	2,357	108	1,638	33	507	...	...
1928 . . . . .	158	2,153	107	1,457	35	484	...	4
1929 . . . . .	233	2,913	142	1,842	38	496	7	80
1930 . . . . .	196	2,106	95	1,087	17	222	4	45
1931 . . . . .	152	1,151	100	741	14	148	...	5

*Australian Competition.*—An examination of the average price of Australian and North American flours as calculated from the above table shows that there was little difference between them in 1928 and 1929, and that in 1927 the price of the former was considerably greater than the latter. When one considers further that American and especially Canadian flours are considerably stronger in gluten than Australian, it can be readily understood why Egyptian millers gave them preference. This accounts for the high imports of Canadian flour during that period. Then again the average protein content of Canadian wheat shows considerable variations. For example, the protein content of No. 1 Manitoba Northern averaged 11.6 per cent in 1927 to 1930 compared with 14.6 per cent in 1931, and in a year of low protein content and low wheat prices Canada's chances of exporting flour to a market like Egypt are increased.



When, however, the Australian pound fell under sterling by 25 per cent and even more, and this brought prices of Australian flour considerably under those quoted for the North American product, the situation was reversed; and while flour imports into Egypt were restricted through the reduced purchasing power of the country resulting from the fall in the price of cotton, bringing about a reduction in imports of Australian and other flours, the blow to the trade in American and especially Canadian flour was still more pronounced. The substantial increase in the Egyptian duty on flour since 1930 also contributed to the decrease in imports of this commodity generally.

Australia actually enjoys the following advantages over Canada in respect to the Egyptian market: (a) cheaper transportation costs due to the existence of frequent steamship sailings from Australia to the United Kingdom via the Suez Canal; (b) a depreciated currency which is 25 per cent below sterling; and (c) a subsidy to exporters of wheat and flour. While Australian wheat is now quoted at 126s. per ton in sacks c.i.f. Alexandria, Australian flour is quoted at only 146s. per ton c.i.f. Egyptian port.

Egypt is primarily a price market, and the importation of Canadian flour will always be governed, as in the case of other goods, by its cost. At the present time, however, with a customs duty on flour equivalent to over 160 per cent ad valorem, the incidence of the duty on Canadian flour is considerably lower than on the Australian article, and the latter containing considerably less gluten than the former, there are some prospects of an increased demand for the Canadian. This will, however, be influenced by the protein content of the Canadian wheat crop, the importation of Canadian wheat flour into Egypt tending to rise whenever the proportion of lower patents in Canada's flour production increases. It is for these cheaper second-grade flours, which yet contain a fairly high gluten content, that the chief demand exists in Egypt.

The Egyptian tariff on wheat flour has been increased on several occasions since the beginning of 1930 and is on a sliding scale based on the price of Australian flour. The following table shows the incidence of the duty on the price of Australian flour since 1927:—

*Price of Australian Flour in Egypt, in Piastres per English Ton*

Date	Price c.i.f. Alexandria	Customs per Ton	Duty %	Price Duty Paid
1927 Average	1,425	114	8.0	1,539
1928 October 27	1,304	104	8.0	1,408
1929 May 25	1,121	90	8.0	1,211
October 19	1,342	106	8.0	1,448
1930 May 31	1,048	223	21.2	1,271
October 25	925	305	33.0	1,230
1931 May 23	682	620	91.0	1,302
October 24	725	711	98.0	1,436
1932 May 21	803	882	106.1	1,685
October 31	712	1,159	162.8	1,871

The effect of the tariff measures has been to prevent the price of Egyptian-grown wheat and local flour from falling to the same extent as wheat and flour on the world markets, and as a result the price of bread has shown very little decrease in the last three years. The price of "European" bread in Cairo is actually from 2 to 3 piastres per oke of 2.75 pounds compared with 2.5 to 3 piastres in 1929, while native bread costs 1.6 to 1.8 piastres per oke compared with 1.8 to 2.3 three years ago. The retail price of flour has only dropped from 1.7 to 1.8 piastres per oke in October, 1929, to 1.3 to 1.6 piastres at the present time.

*Egyptian Bakeries.*—There are two kinds of bread made in Egypt, the native and European types.

The native bakeries consume an average of 1,190,000 metric tons of cereals, consisting of 960,000 tons of Egyptian wheat, besides approximately 200,000 tons of foreign wheat imported in the form of flour (140,000 tons) and 40,000 tons of maize (giving 30,000 tons of flour) which are mixed with the imported flour to bring down their strength and render them suitable for the production of the native bread. These native bakers knead their dough by hand and all of them employ yeast. They use white flour containing from 5 to 7 per cent of dry gluten of good quality (absorbing 63 to 64 per cent of their weight in water), and a higher gluten content would make it more difficult to economically work by hand and would produce a loaf that would rapidly go dry or stale.

The European bakeries, which are usually established in the large centres of population, form a small minority and consume on an average at most 90,000 tons of wheat, equivalent to 60,000 tons of flour approximately, which is imported from Australia, the United States, or Europe. All of them use yeast, and those that knead dough by mechanical means are very rare. They are of two kinds: (a) those which make a *de luxe* bread (French, Viennese, etc.) and endeavour to obtain a fine, light bread; and (b) those which make common bread (Greek or *roumi*), which calls for a flour that gives a white bread of the greatest possible weight and capable of keeping fresh over twelve hours.

The flours employed by these two categories of European bakers are either Australian flours, with a rate of extraction of 70 to 72 per cent, containing not less than 9 per cent of dry gluten of excellent quality, or American flours having a rate of extraction of 60 to 65 per cent, rather yellowish white, and containing not less than 12 per cent of dry gluten of good quality, i.e. capable of retaining 68 to 69 per cent of its weight in water in a state of wet gluten afterwards allowed to dry.

It follows that in Egypt the bakeries require two distinct qualities of flour and therefore of wheat. The European bakers must have a flour with a gluten resembling the American in quality and quantity. The native bakers want a flour whose dry gluten content does not exceed 5 to 7 per cent. All the intermediate qualities can be obtained as desired by proper mixing.

*Egyptian Milling.*—Egyptian flour millers prefer a heavy wheat with a light husk producing from 78 to 82 per cent of white flour and containing, for the use of bakers of European bread, at least 12 per cent of dry gluten of excellent quality, and for bakers of native bread 5 to 6 per cent of dry gluten, both types having a capacity of absorption of 68 per cent of their weight in water. As has been stated above under the subject of wheat, the requirements for the native bread are met chiefly by the local *hindi* variety of wheat.

But for the European type of bread the conclusion must be arrived at that it is absolutely essential for Egypt to import foreign flour or wheat of higher protein content, to be mixed with the flour produced with the local wheat, which is deficient in gluten. One is also forced to conclude that if Egypt is to free herself, as is the expressed intention, from imports of foreign flour, the solution should be found either (a) by allowing the importation of hard wheat with a high protein content free of duty, possibly also imposing a limit on such imports, and (b) by lowering the duty on flour above a fixed percentage of gluten, or limit imports of flour. The present system of high and almost prohibitive duties on both foreign wheat and flour only results in increasing the price of the European type of bread to the consumer in Egypt and fails, in the light of the above considerations, to achieve at least one of its objectives, i.e. the expansion of the local flour industry.

*Consumption of Wheat and Flour.*—The average yearly production of wheat in Egypt for the five years preceding the war (1910-14) was 921,720 metric tons, while imports of flour averaged 152,150 tons, equivalent to 217,300



tons of wheat. Imports of wheat averaged only 2,212 tons, while exports averaged 1,550 tons, so that the total consumption was approximately 1,139,680 metric tons of wheat.

For the period 1920 to 1924 a similar calculation gives an average consumption of 1,219,278 tons, and for 1925-29 a consumption of 1,372,013 tons. As the following table shows, while the local production of wheat in 1930 was about 10 per cent greater than in the period just preceding the war, imports of flour were nearly 30 per cent greater:—

*Production and Imports of Wheat and Flour*

Year	Wheat Production	Wheat Imports	Wheat Exports	Equivalent		Wheat Consumption
				Flour Imports	Wheat Imports	
1910-14 Average .. ..	921,720	2,208	1,250	152,150	217,360	1,139,680
1920-24 Average .. ..	980,900	29,735	3,475	148,483	212,118	1,219,278
1925-29 Average .. ..	1,090,000	22,140	3,700	184,501	263,573	1,372,013
1930 .. .. .	1,081,922	16,057	364	195,929	274,300	1,371,915
1931 .. .. .	1,253,903	38,151	63	152,244	217,500	1,509,491
1932 .. .. .	1,429,183	37,192*	78*	53,056*	75,800*	.....

\* First eight months.

The above table also shows that the restrictions in respect to cotton cultivation have resulted in an increase of over 40 per cent in wheat production this year compared with the 1930 crop, which was just under the normal. Under the circumstances, it would seem that this situation had been foreseen and a high tariff policy enforced with a view to preventing a crash in the price of the local wheat, which would have been very disastrous. As has been stated previously, however, the area to be sown under cotton this year will be considerably greater than the last crop, and wheat production next year will show a big drop.

*Future Prospects.*—Imports of flour during the month of July totalled only 811 metric tons, of which the United States is credited with 615 tons and Australia only 139 tons; and two conclusions may be drawn from these figures. The first is that in the immediate future imports of flour into Egypt generally will be on a greatly reduced scale owing to the huge wheat stocks on hand; and second, that as a result of the extremely high duties in force purchases of foreign flour will be directed chiefly towards those which have a larger gluten content than the Australian article. This offers a certain opportunity for Canadian second-grade flours which are yet strong enough but not too high-priced to meet the requirements of the Egyptian market.

With the prospect of a considerably reduced wheat crop in Egypt next year, which will in turn have its repercussion on flour imports, the situation will eventually adjust itself somewhat along the lines of former years.

## AUSTRALIAN FINANCIAL AND COMMERCIAL CONDITIONS

D. H. ROSS, CANADIAN TRADE COMMISSIONER

Melbourne, November 17, 1932.—The summary of Australian imports and exports for the first three months of the current fiscal year ending June 30, 1933, indicates an unfavourable balance of trade in comparison with a favourable balance for the corresponding period of 1932 (in sterling currency values) as follows:—

	July, August and September	
	1931	1932
Exports of merchandise .. . . .	£12,232,000	£13,258,000
Imports of merchandise .. . . .	10,233,000	15,023,000
Commodity balance .. . . .	+£ 1,999,000	—£ 1,765,000
Bullion and specie balance .. . . .	+ 1,455,000	+ 1,582,000
Total balance .. . . .	+£ 3,454,000	—£ 183,000

Imports of merchandise (sterling currency values) during the three months' period amounted to £15,023,160 and bullion and specie to £329,827, compared with merchandise £10,232,712 and bullion and specie £122,520 during July, August and September, 1931. Merchandise increased by £4,790,448 and bullion and specie by £207,307.

The main imports showing increases were: piece goods; petroleum; paper; iron and steel; bags and sacks; motor cars; sulphur; ships; kerosene; carpets; lubricating oil; fertilizers; and gold.

Exports of merchandise (Australian currency values) during July, August and September, 1932, were valued at £16,638,930, and bullion and specie at £2,377,561, while for the corresponding period of 1931 merchandise was valued at £15,962,349 and bullion and specie at £2,044,494, thus showing a slight increase of £676,581 in merchandise and of £333,067 in bullion and specie.

Exports of the following principal items increased in value during the September quarter of the current fiscal year compared with the same period last year: butter; eggs; rabbits and hares; raisins; wool; lead and gold. Decreases were shown in beef; lamb; mutton; fresh fruits; wheat and flour; sugar; wine; opossum skins; rabbit and hare skins; and timber.

The improvement generally in financial and economic conditions which became apparent a few months ago has been fairly well maintained, and the future is now rather less obscure than it has been at any time during the last three years. Seasonal conditions have been more favourable than for many years and a bountiful harvest is assured. Unfortunately, wool and wheat prices are still very low, but the increased output is expected to minimize the losses, and in many instances primary producers may show a surplus for the year as compared with heavy losses during the last two years. It is hoped that the weakness in overseas prices of Australia's main export commodities will shortly disappear and that prices may again show an upward tendency.

REVENUE AND EXPENDITURE OF THE COMMONWEALTH AND STATES

The following schedule sets out the position of the revenue and expenditure of the Commonwealth and States for the first four months (July to October inclusive) of the fiscal year:—

	Four Months Fiscal Year to October 31, 1932		
	Revenue	Expenditure	+ Surplus - Deficit
Commonwealth . . . . .	£24,220,000	£21,513,000	+ £2,707,000
New South Wales . . . . .	15,799,454	17,127,806	- 1,328,352
Victoria . . . . .	5,617,213	8,024,559	- 2,407,346
Queensland . . . . .	3,665,951	4,410,024	- 744,073
South Australia . . . . .	2,661,000	3,834,000	- 1,173,000
Western Australia . . . . .	2,223,936	2,986,513	- 762,577
Tasmania . . . . .	661,423	805,146	- 143,723
Combined deficiency for 4 months . . . . .			£3,852,071
		(@ \$4.86 to the £)	\$18,721,065

BANKS BUYING AND SELLING DOLLARS

Australian banks, on demand transactions, are to-day buying United States dollars at the rate of \$2.67½ (selling at \$2.64½) and Canadian dollars at \$3.05¼ (selling at \$3.01¼) in Australian currency, including the telegraphic transfer exchange on London of £125, 10s. selling and £125 buying on every £100 English currency.

EXCHANGE RATES IN AUSTRALIA

Rumours circulated a few weeks ago of the probability of an increase in the bank exchange rate on London have, so far at least, not been realized, and it is generally considered that there will be no alteration in existing rates for some time to come.



The exchange rate has largely contributed to the deficits of the Commonwealth and States during the last two years, by reason of the excessive cost of remitting funds oversea to meet interest payments.

Inversely, as primary producers depend upon the present high rate of exchange as a contributing factor in their exports of wool, wheat, etc., it is unlikely that there will be any decrease in exchange until the bulk of the season's production is sold.

The following are the exchange rates now operative on London:—

	Buying			Selling		
	£	s.	d.	£	s.	d.
Telegraphic transfer . . . . .	125	0	0	125	10	0
On demand . . . . .	124	15	0	125	7	6
Thirty days . . . . .	124	10	0	125	5	6
Sixty days . . . . .	124	6	3	125	2	6
Ninety days . . . . .	124	2	6	.....	.....	.....
One hundred and twenty days . . . . .	123	18	9	.....	.....	.....

#### INTERNAL COMMONWEALTH LOAN

The recent flotation of the Commonwealth's internal loan of £8,000,000 has done much to remove the uncertainty which existed regarding the Government's financial operations and which had checked the confidence of investors. One half of the loan will be used for funding a portion of the floating debt, and the balance for financing loan works during the coming year. The loan (issued at par) is to be repaid in 1942 and carries interest at 3½ per cent. Subscribers enjoy certain concessions regarding taxation, and the terms are on the same basis in this connection as the existing Consolidated Loans, the interest being free of State income tax, State unemployment and Federal super-tax, and being subject to ordinary Federal income tax laid down under the Federal Income Tax Act, 1930. The flotation of the loan has created a favourable impression in London, particularly as one half of the total sum is to be directed to the redemption of Treasury bills.

There has been a satisfactory surplus of exports over imports during September, and export figures for the Commonwealth are expected to increase during the next few months, which will considerably augment funds in London. Recent events have combined to improve Australia's position abroad, and there are indications that the progress may be maintained.

#### AUSTRALIAN WHEAT AND FLOUR

*Wheat.*—Climatic conditions experienced during the last few months throughout Australia indicated a record harvest, and trade estimates of the crop varied considerably, as in other countries, from week to week. As the wheat was maturing, some damage was caused by rust and late frosts, hence the most recent expert estimate is approximately 208,000,000 bushels, of which 158,000,000 bushels will be available for export.

During the last month, China has been the chief market for Australian wheat, and—besides several cargoes of old wheat—about 200,000 tons of new wheat have been sold for shipment to the Orient during the months December to February. It is estimated that growers will receive—without bonus—from 2s. 4d. to 2s. 6d. Australian currency—depending on railway freight—per bushel at their nearest railway station. There is every probability that growers will receive some Government bonus—the amount and method of payment has not yet been decided—though it is unlikely that the rate of 4½ pence per bushel paid last season will be revived.

Practically all last season's crop has been shipped, and when the new season begins, on December 1, the carry-over will be negligible. Harvesting has begun in some States and will continue until January, when the entire harvest should be garnered.

*Flour.*—About 25,000 tons of Australian flour have been sold for shipment during December to February for North China ports, chiefly to Tsingtao, Tientsin, and Dairen. This is mainly packed in bags containing 49 pounds gross, and the average price in English currency is stated to be £6 17s. 6d. per long ton c.i.f. the ports named.

For November shipment the export quotation is £6 10s. f.o.b. (Australian currency) per short ton in 150-pound sacks, while for December shipment there will probably be a reduction of 5s. per ton.

The exports of Australian flour from the beginning of the season down to November 14 compare with those for the corresponding period of previous seasons as follows: 1929-30, 436,887 tons; 1930-31, 502,321 tons; 1931-32, 571,489 tons.

*Freight Rates.*—Depending upon the port of loading, the fixtures for December and January indicate quite a margin of variation. To the United Kingdom and the Continent the rates varied from 25s. to 28s. 6d., while to Shanghai and other ports in the Orient cargoes were placed at from 13s. to 17s. per ton according to destination.

## MARKET FOR RUBBER GOODS IN THE UNITED KINGDOM

G. A. NEWMAN, ASSISTANT TRADE COMMISSIONER

London, November 29, 1932.—A 20 per cent duty on manufactures (other than sheets, piping, tubing and rods, and machinery belting) wholly or partly of rubber, balata, or gutta-percha (including vulcanite and ebonite) from foreign countries became effective in the United Kingdom on April 25. Rubber footwear is one of the main items under this classification.

### BOOTS AND SHOES

Imports of rubber boots into the United Kingdom in 1931 totalled 236,742 dozen pairs as compared with 175,090 dozen pairs in 1930. The principal countries of supply were as follows:—

	1931 Dozen Pairs	1930 Dozen Pairs
Canada . . . . .	74,621	64,925
Japan . . . . .	64,447	.....
United States . . . . .	32,630	42,704
Germany . . . . .	21,522	9,096
Czechoslovakia . . . . .	17,409	16,008
Sweden . . . . .	10,944	5,127
France . . . . .	7,920	6,952
Denmark . . . . .	1,787	11,255
Poland . . . . .	386	18,597

The feature of this table is the strong position assumed by Japan and the falling away of competing continental suppliers. Imports of rubber shoes (overshoes and goloshes) in 1931 totalled 935,762 dozen pairs, compared with 1,069,372 dozen pairs in 1930; and here again the leap taken by Japan into the front rank of suppliers is noteworthy.

	1931 Dozen Pairs	1930 Dozen Pairs
Germany . . . . .	184,380	255,349
Japan . . . . .	167,014	8,058
Czechoslovakia . . . . .	139,190	30,102
Belgium . . . . .	133,910	423,693
Canada . . . . .	116,768	167,803
Poland . . . . .	91,042	35,510
United States . . . . .	21,489	53,591
France . . . . .	18,516	41,933



Imports of rubber boots and shoes in the January to September period of 1932 from the principal countries were:—

*Boots* (in dozen pairs)—Japan, 102,590; Canada, 42,037; Czechoslovakia, 12,455; Sweden, 3,328; Germany, 2,024; Poland, 1,163; United States, 697.

*Bathing shoes, etc.* (in dozen pairs)—Germany, 21,565; Poland, 9,720; Austria, 9,054; Japan, 7,824; Czechoslovakia, 1,823; Belgium, 646; United States, 574; Netherlands, 489; Straits Settlements, 389; Canada, 377.

*Sports shoes, etc.* (in dozen pairs)—Japan, 272,911; Poland, 164,133; Germany, 42,612; Czechoslovakia, 40,140; Canada, 26,163; Netherlands, 7,095; Belgium, 5,245; Straits Settlements, 2,895; Sweden, 1,804; Austria, 1,519; France, 1,352.

An additional duty of 3d. per pair on rubber boots and 2d. per pair on rubber shoes from foreign sources of supply came into force on October 20. Representative selling prices (including the 20 per cent duty) for Japanese boots, ex agent's warehouse, as compared with English, were approximately as follows before the new duties were imposed:—

Japanese	English
Men's, 5s. to 5s. 6d. per pair	8s. 6d. per pair
Misses' (size 11-2) 25s. to 26s. 6d. per dozen pairs	2s. 11½d. per pair
Child's (sizes 4-10) 18s. to 18s. 6d. per dozen pairs	2s. 5½d. per pair

To the Japanese price, 3s. per dozen would require to be added to allow for the new duty, which would leave the prices still fairly attractive. Canadian makes are about on the same level as English prices.

Imports of rubber heels and soles totalled 2,258 tons in 1931 compared with 3,141 tons in 1930. Canada was the chief source of supply with 2,070 tons (1930, 2,562 tons), followed by the United States with 149 tons (430) and Belgium with 26 tons (141).

#### MISCELLANEOUS RUBBER IMPORTS

Rubber toy imports have steadily increased in value from year to year, and totalled £160,325 in 1931. The United States was the chief source of supply (£53,394), followed by Germany (£49,248) and Japan (£28,471). The difference in exchange plus the duty has affected adversely imports from the United States. In toy balloons, of which there was a heavy import from the United States, English manufacturers are offering strong competition. Canadian balloons have also received a share of the trade and should continue to do so. The Canadian Trade Commissioner in London is in touch with two or three well-known distributors willing to act as agents for Canadian suppliers.

The Japanese have practically captured the market in other forms of inflated toys—play-balls, water toys, etc.—with products that are strong and of good appearance, and are offered at very low prices. Thus beach balls, 12 inches inflated (15 inches deflated), have been bought by one large multiple store at from 6d. to 7d. each free delivered warehouse. Austria has been making progress in moulded rubber dolls and rubber animals.

Rubber aprons and overalls were imported in 1931 to the extent of 606,566 dozen valued at £196,406. Of these, 595,615 dozen came from Germany. One important German firm apparently controls the market. The aprons made by this concern have a large range of designs, are well finished, and are offered retail at about 6d. each. This firm also offers an attractive line of bathing helmets at low prices.

Bathing shoes are extensively supplied from Germany. Prior to the imposition of the additional duty of 2d. per pair, one large departmental store was purchasing them at the rate of 7s. per dozen delivered, as compared with the English price of about 9s. 6d. per dozen.

Hot-water bottles, for which there is always a good demand, remain largely of home manufacture. There are two types—the cheap moulded and the fibre reinforced. Prices for the former this season have been as low as 1s. 3d. each

wholesale; one large chain drug store has offered a moulded bottle retail at 1s. 6d. each. The fibre reinforced bottles ranged in price from 3s. upwards.

Household rubber gloves are retailed at a variety of prices according to quality; on the average, the price is between 6d. and 1s. Import figures for all types of rubber gloves totalled 58,881 dozen pairs, of which Germany is credited with 25,627 dozen pairs (1930, 9,739) and the United States with 25,281 dozen pairs (30,005). The number from British countries—presumably all from Canada—was 6,139 dozen pairs (1930, 2,371).

In sponge rubber goods—such as sponges, chair cushions, bath mats, etc.—Germany is one of the principal sources of supply. Rubber sponge bath mats of foreign manufacture, of excellent colour designs, 21 inches by 14 inches, were being sold by one large departmental store at 2s. 11d.; for a mat size 20 inches by 30 inches the retail price was 4s. They have a fair sale in compo rubber mats, and retail a mottled slip mat 30 inches by 17 inches at 4s., and a pedestal mat to match, size 25 inches by 25 inches, with an aperture  $8\frac{1}{4}$  inches by 11 inches, at 4s. A large chain store company were selling a rubber mat, with a new impressed design, which cost them 2s. each delivered.

A considerable number of other rubber items saleable in this market are illustrated in a rubber agent's catalogue forwarded with this report, which may be had on application to the Department of Trade and Commerce, Ottawa.

#### DISTRIBUTION

The adequate distribution of these rubber products is a matter that calls for the personal attention of any Canadian manufacturer who intends to sell in this market on an extensive scale, and in the case of say rubber boots and shoes the opening of a branch office may be necessary. Many of the continental firms market their products through London agents who sell on a commission basis to wholesalers, and to large chain and departmental stores. Generally speaking, the extensive market offered by the sixpenny chain stores and the bargain counters of the departmental shops strictly limit the lines that can be successfully handled by the wholesale trade.

The attention of Canadian firms is directed to the trade inquiries for rubber goods that are being published on page 939 of this issue.

### MARKET FOR ICE CREAM FREEZER TUBS IN ENGLAND

DOUGLAS S. COLE, CANADIAN TRADE COMMISSIONER

Bristol, November 25, 1932.—A Birmingham importer has asked to be placed in touch with a Canadian manufacturer of ice cream freezer tubs. The sample quantity desired in the first delivery would be limited to 100 assorted in sizes 4, 6, 8, 10, and 12 quarts. These sizes apply not to the tub itself, but to the ice cream can which goes inside: the approximate size of an 8-quart tub is 14 inches diameter by 18 inches high. These tubs are to be shipped in nested form, and this is the reason for the assorted sizes. The present sources of supply are Sweden and Germany.

The 6-quart tub from Sweden can be bought for 3s. 6d. (66 cents, exchange at \$3.75 to the £), and the freezer complete is delivered in England for about 15s. (\$2.81), duty paid.

Canadian firms in a position to quote should communicate with the Canadian Trade Commissioner in Bristol. (This inquiry is published in this issue of the *Commercial Intelligence Journal*, page 939.)



## EXHIBITION COMMISSION'S CO-OPERATION IN THE "BUY BRITISH" CAMPAIGN IN THE UNITED KINGDOM

A. T. SEAMAN, ASSISTANT EXHIBITION COMMISSIONER

London, December 1, 1932.—The "Buy British" campaign which has been vigorously conducted in the United Kingdom for some years back is yielding fruit. Large purchasing bodies such as the London County Council and the various local authorities, and—not least important—the housewife, are showing preference for British products in the wide sense of that term. Empire Shopping Weeks, Empire Bazaars, and Empire Pageants are being organized from time to time throughout the United Kingdom, and the Canadian Government Exhibition Commission is repeatedly asked to lend its co-operation; in all cases some assistance is given, sometimes only to the extent of loaning distinctively Canadian decorative material, but in every instance, where possible, active co-operation is extended. This was the case in the recent Empire and Charter Week (October 17 to 22) to celebrate the incorporation by charter of the two urban districts of Brentford and Chiswick, and in a series of Empire Exhibitions organized by the Overseas League, Scottish Division, in co-operation with the Dominions. In the former, through the offices of the British Empire Civic and Trade Association, a shop in the Chiswick High Road was placed at the disposal of this commission free of charge. In addition to a display of timber and minerals, a comprehensive display of the following food products available on the London market was made: cereals, canned milk, macaroni products, honey, maple syrup, maple sugar, cheese, canned salmon, tomato juice, tomato ketchup and sauces, canned fruits, vegetables, soups and meats; tobacco, cigarettes, and whisky. A full range of samples was on sale, and so successful were the display and sale of samples for the Empire Week that, at the suggestion of the District Chamber of Commerce and the British Empire Civic and Trade Association, the shop was kept open for an additional week.

In the second case, the Scottish Division of the Overseas League undertook the organization of a series of Empire Exhibitions in their own premises at 100 Princes Street, Edinburgh. Canada was the first Dominion to accept the invitation of the league, and a Canadian exhibition and sale of samples was organized from October 24 to 29. Timber, minerals, processed fruit, fresh apples, grains and grasses, and a full range of Canadian food products available in Edinburgh, were shown. Adequate publicity was afforded this exhibition through the good offices of the Overseas League and with the co-operation of the Director of Canadian Trade Publicity. As a result the attendance was very good and the sale of samples most satisfactory.

A total of 7,625 samples was placed in the hands of visitors at these exhibitions.

### AIR MAIL SERVICE TO JAVA, SIAM, AND BRITISH MALAYA

An excellent air mail service exists from Amsterdam, Holland, to Bangkok, Siam, British Malaya, and Java. The air liner leaves Amsterdam every Thursday, and a saving of approximately twelve days may be effected by forwarding a letter to Java via this service. Exporters, however, should note that their letters must not only carry sufficient postage (15 cents for the first half ounce), but must be properly marked. It is suggested that in the lower right-hand corner the envelope read "Java via Holland," and in the upper left-hand corner "Via Royal Dutch Airways Holland/Java." Letters not plainly marked usually arrive with ordinary mail.

## IMPORT TRADE OF INDIA IN 1931-32

R. T. YOUNG, CANADIAN TRADE COMMISSIONER

Calcutta, November 8, 1932.—The following table shows the comparative importance of the principal articles imported into British India in the last two fiscal years (ending March 31) of interest to Canadian manufacturers and exporters:—

	IMPORTS OF MERCHANDISE INTO INDIA		Percentage on Total Imports of Merchandise 1931-32
	1930-31 1,000 Rs.	1931-32 1,000 Rs.	
Total value of imports . . . . .	802,961	695,694	100.00
Machinery and millwork . . . . .	143,478	109,234	8.64
Metals and ores . . . . .	159,226	97,765	7.74
Oils . . . . .	109,225	97,226	7.69
Vehicles . . . . .	73,053	44,847	3.55
Instruments, apparatus and appliances . . . . .	47,747	36,920	2.92
Provisions and oilman's stores . . . . .	48,779	34,126	2.70
Hardware . . . . .	36,028	26,091	2.06
Chemicals . . . . .	26,122	25,697	2.03
Paper and pasteboard . . . . .	28,674	25,024	1.98
Drugs and medicines . . . . .	19,394	19,111	1.51
Fruits and vegetables . . . . .	14,859	13,447	1.06
Paints and painter's materials . . . . .	11,209	8,753	0.69
Building and engineering materials . . . . .	10,988	8,378	0.66
Stationery . . . . .	8,125	6,803	0.54
Boots and shoes . . . . .	8,805	6,493	0.51
Wood and timber . . . . .	8,982	6,069	0.48
Haberdashery and millinery . . . . .	7,298	5,429	0.43
Tea chests . . . . .	6,353	5,032	0.40
Belting for machinery . . . . .	6,362	5,011	0.40
Toilet requisites . . . . .	5,381	4,780	0.38
Toys and requisites for games . . . . .	4,906	3,704	0.29
Paper-making materials . . . . .	4,207	3,599	0.29
Bobbins . . . . .	4,299	3,191	0.25
Fish (excluding canned fish) . . . . .	2,386	1,342	0.11
Clocks and watches and parts . . . . .	1,686	1,121	0.09
All other articles . . . . .	105,389	96,481	7.64

## MACHINERY AND MILLWORK

Imports of machinery and millwork, for which values only are recorded, declined by 24 per cent from Rs.151,300,000 in 1930-31 to Rs.115,700,000 in 1931-32. When changes of prices are taken into consideration, this decline is not so great as the figures would at first seem to suggest. In some branches of the trade, particularly cotton and sugar machinery, a distinct advance was shown, thereby indicating an expansion of activity of these industries. A noticeable decrease is recorded in the imports of prime movers, which fell from Rs.27,400,000 in 1930-31 to Rs.15,600,000 in 1931-32, chiefly due to smaller imports of railway locomotives and oil engines for industrial purposes. Although there was an increased demand in generating plants and electrical equipments due to hydro-electric schemes in course of construction in the Punjab, the imports of electrical machinery dropped from Rs.23,900,000 to Rs.21,600,000. The United Kingdom supplied equipment valued at Rs.15,000,000 as against Rs.18,200,000 in 1930-31. Imports from Germany dropped from Rs.1,700,000 to Rs.1,500,000; those from the United States showed an increase. The number of sewing and knitting machines, imported chiefly from the United Kingdom and Germany, declined from 52,200 to 45,300 and their value from Rs.5,300,000 to Rs.4,600,000. Imports of typewriters in 1931-32 were also smaller than in the preceding year—70,300 valued at Rs.1,000,000 as against 15,500 valued at Rs.2,200,000 in 1930-31.



## METAL ORES

Of metal ores, perhaps the only two of interest to Canadian sources of supply are aluminium and zinc. Imports of the former fell from 128,300 cwts. (112 pounds) valued at Rs.10,100,000 to 39,400 cwts. valued at Rs.3,000,000. Wrought circles, used chiefly for the Indian hollow-ware industry, were in less demand, imports shrinking from 119,000 cwts. to 33,500 cwts. and from Rs.9,200,000 to Rs.2,400,000 in value. The United Kingdom contributed in 1931-32 approximately 9,000 cwts. and the United States 4,000 cwts. as compared with 23,000 cwts. and 53,000 cwts. respectively in the preceding year. Imports from France, Germany, and Switzerland also declined considerably. Wrought sheets, imported chiefly from the United States and the United Kingdom, dropped from 2,000 cwts. to 1,000 cwts.; and other manufactures, consisting mainly of wire and utensils, fell from 6,400 cwts. (Rs.650,000) to 4,600 cwts. (Rs.500,000). Wrought zinc, used principally in the Indian galvanizing industry, continued to be in good demand, imports showing an increase from 170,000 cwts. in 1930-31 to 180,000 cwts. in 1931-32, but lower prices accounted for a fall in value from Rs.2,300,000 to Rs.1,900,000. With the exception of the United States, imports increased from all the principal sources of supply. Imports of wrought zinc declined from 38,000 cwts. to 26,000 cwts. in quantity, and from Rs.750,000 to Rs.434,000 in value.

## MOTOR CARS

Imports during the period under review, with the exception of fiscal years 1921-22 and 1922-23, were the lowest recorded in any year during the post-war period. The total imports of motor cars in 1931-32 numbered 7,220 (Rs.14,800,000) when compared with 12,601 (Rs.25,800,000) in 1930-31. Of the total imports numbering 4,275 in the first half of the year, only 17 per cent or 717 cars came from the United Kingdom, and 71 per cent or 3,019 cars from the United States and Canada, while in the second half out of the total of 2,975 cars the United Kingdom supplied 1,461 or 49 per cent and the United States and Canada together 1,025 or 34 per cent. This change is accounted for by the United Kingdom going off the gold standard at the end of September, which made it more profitable to import from that source. On the year as a whole the proportion of British cars to the total trade advanced from 23 per cent in 1930-31 to 30 per cent in 1931-32. The number of cars imported from the United States declined from 5,098 (Rs.10,000,000) to 3,368 (Rs.6,500,000); and from Canada from 3,250 (Rs.5,400,000) to 676 (Rs.1,000,000). The combined imports from Canada and the United States represented 56 per cent of the total number of cars imported in 1931-32, as compared with 66 per cent in 1930-31 and 69 per cent in 1929-30. The average declared value of cars imported from the United Kingdom for the period under review was Rs.2,312, from the United States Rs.1,919, and from Canada Rs.1,538, as compared with Rs.2,462 for the British, Rs.1,970 for the American, and Rs.1,661 for the Canadian-made car in the preceding fiscal year.

## MOTOR BUSES, VANS, AND LORRIES

In 1931-32 motor buses, vans, and lorries were imported to the number of 4,302 (Rs.6,700,000) as compared with 8,913 (Rs.14,200,000) in the preceding fiscal year. American-made vehicles, owing chiefly to their lower prices, sell well in India, but their market was greatly affected because of the changed currency situation during the latter months of the year. Imports from the United States fell from 6,197 (Rs.8,900,000) to 3,236 (Rs.4,234,000); and those from Canada from 2,397 (Rs.3,600,000) to 598 (Rs.900,000). The combined share of these two countries dropped from 96 per cent to 89 per cent, the decline being more noticeable in the second half of the year. During the first half American

participation was as high as 95 per cent. On the other hand, the United Kingdom made remarkable headway because of the advantage gained by the departure from the gold standard. Imports from that country, principally chassis, rose in number from 258 to 435, with a slight decline in value from Rs.1,525,000 to Rs.1,440,000. The average declared value of chassis imported from the United Kingdom in 1931-32 was Rs.3,185 as compared with Rs.1,454 for the American and Rs.1,503 for the Canadian makes. Corresponding figures for the preceding year were Rs.5,077 for the British, Rs.1,693 for the American, and Rs.1,496 for the Canadian chassis.

#### RUBBER MANUFACTURES

The importation of rubber manufactures into India depends to a great extent upon the use of motor vehicles, and showed a decrease of 14 per cent from the previous period—Rs.22,100,000 as against Rs.25,700,000. This fall would have been much greater but for the increased activity in imports of bicycle tires and tubes. Rubber tires form the largest item, imports of which decreased by 6 per cent—348,000 as against 370,000. United States manufacturers on account of price agreements continued to have the largest share in the market; the combined imports from that country and Canada represented 53 per cent of the total. Imports from the United States rose from 141,000 to 159,000, while those from Canada declined from 55,000 to 24,000. The number imported from the United Kingdom advanced from 81,000 to 87,000. Italy and France also increased their totals from 28,000 and 20,000 to 30,000 and 23,000 respectively; Germany's share, on the other hand, dropped from 31,000 to 18,000. In motor cycle tires Canada increased her trade. Imports of motor car tubes and motor cycle tubes fell from 366,000 and 16,000 to 339,000 and 14,000 respectively. The former were supplied principally from the United States and the United Kingdom, and to a less extent by France, Canada, and Germany.

#### HARDWARE

The total value of imports of hardware amounted to Rs.26,100,000 as compared with Rs.36,000,000 in the 1930-31 fiscal year, and under each item there was a decrease. Agricultural implements, imported chiefly for use in Indian tea-gardens, declined from Rs.900,000 to Rs. 600,000, of which the United Kingdom is credited with Rs.500,000. Imports of other implements and tools dropped by Rs.1,400,000 to Rs.4,900,000, of which the United Kingdom is credited with Rs.1,700,000 and the United States Rs.800,000 as compared with Rs.2,400,000 and Rs.1,100,000 respectively in 1930-31. Imports from Germany fell by Rs.300,000 from Rs.1,000,000. The number of metal lamps imported declined from 3,917,000 (Rs.5,200,000) to 2,459,000 (Rs.3,100,000). Imports were as usual principally from Germany, the balance coming from the United States, Austria, and the United Kingdom. Domestic hardware (other than enamelled hardware), which is imported mainly from Germany and the United Kingdom, dropped about Rs.200,000 from Rs.1,000,000. Builders' hardware showed a decrease of Rs.800,000 from Rs.3,300,000. Germany is credited with 40 per cent of the trade, the United Kingdom with 32 per cent, and Sweden with 20 per cent. Of the total imports of hardware, the United Kingdom supplied 37 per cent, Germany 29 per cent, the United States 10 per cent, and Japan 6 per cent.

#### PROVISIONS

Under this general heading imports showed a decline from Rs.48,800,000 in 1930-31 to Rs.34,100,000 in 1931-32. Canned and bottled provisions, representing about 33 per cent of the total value of provisions imported in the period, showed a remarkable decline from Rs.20,100,000 to Rs.11,200,000. Imports of



vegetable products—the most important single item in this particular group—fell from 296,000 cwts. (Rs.10,900,000) to 117,000 cwts. (Rs.4,200,000). The principal sources of supply were the Netherlands, Germany, Denmark, and Belgium. Tinned fish and canned fruits fell in value by 61 and 43 per cent respectively; the figure for each was approximately Rs.700,000. Farinaceous and patent foods, principally from the Straits Settlements, and milk foods for infants and invalids, also decreased in quantity and value. Imports of condensed milk totalled 186,000 cwts. (Rs.5,700,000) as compared with 227,000 cwts. (Rs.7,900,000). The principal sources of supply were the Netherlands, Germany, the United Kingdom, Italy, Denmark, and Norway. Biscuits and cakes were imported from the United Kingdom to the extent of over 75 per cent. Cheese was imported principally from the Netherlands and the United Kingdom.

#### PAPER AND PASTEBOARD

Imports of paper and pasteboard declined from 2,294,000 cwts. (Rs.28,700,000) to 2,191,000 cwts. (Rs. 25,000,000), of which 1,915,000 cwts. (Rs.22,400,000) represented papers of all kinds as against 1,985,000 cwts. (Rs.26,000,000) in the previous year. Newsprint paper declined from 431,000 cwts. to 399,000 cwts. in quantity and from Rs.5,250,000 to Rs.4,434,000 in value. Imports of writing paper and envelopes improved by 2,000 cwts. in quantity and amounted to 159,000 cwts. but were Rs.250,000 lower in value because of lower prices, dropping to Rs.4,650,000. The United Kingdom, Norway, and the Netherlands are the chief sources of supply. Imports of packing paper decreased from 231,000 cwts. to 205,000 cwts. in quantity, and from Rs.3,850,000 to Rs.3,100,000 in value. Sweden maintained her leading position as the source of supply, and imports from Germany fell off, but those from the United Kingdom increased. Imports of old newspapers showed a slight advance from 823,000 cwts. to 837,000 cwts., the United Kingdom supplying 80 per cent of the trade and the United States the balance. Under the heading "other paper manufactures" there was a decline; the United Kingdom is the principal supplier. The imports of pasteboard and millboard of all kinds, which come under this heading, fell from 308,000 cwts. (Rs.2,700,000) to 276,000 cwts. (Rs.2,600,000).

As the Indian paper mills normally depend to a great extent on woodpulp imports, these naturally vary with the output of the domestic paper mills. Imports of woodpulp in 1931-32 amounted to 22,100 long tons (Rs.3,600,000) as compared with 22,700 tons (Rs.4,200,000) in 1930-31. Norway and Sweden are the principal sources of supply.

#### IMPORTS FROM CANADA

For the twelve-month period ending March 31, 1932, India imported from Canada goods to the value of Rs.4,200,000 and exported thereto merchandise to the value of Rs.14,800,000. Compared with the previous year, this represented a decrease in imports of Rs.9,100,000 and in exports of Rs.2,400,000. The heavy fall recorded on the import side was due to the reduction in imports of motor vehicles and of rubber manufactures which have already been noted. On the export side the principal item was as usual jute gunny cloth, shipments of which decreased in quantities by 10,000,000 yards to 63,000,000 yards and in value by Rs.2,600,000 to Rs.6,500,000. Exports of tea direct to Canada are shown to have amounted to 14,000,000 pounds valued at Rs.6,700,000—an increase on the previous twelve months, when they amounted to 10,000,000 pounds valued at Rs.6,200,000.

## WHEAT SITUATION IN FRANCE

HERCULE BARRÉ, CANADIAN TRADE COMMISSIONER

[One metric quintal equals 220·462 pounds]

Paris, November 17, 1932.—Owing to an abnormally large crop, France, which is usually an importer of wheat, is faced with a large surplus and the possibility of having to export at prices lower than the French market quotations.

### PRODUCTION AND CONSUMPTION

According to the latest official estimate, the 1932 wheat crop will not exceed 90,000,000 quintals (330,692,000 bushels). Other estimates place it considerably higher, and for the purposes of this report it is assumed at 100,000,000 quintals (367,436,000 bushels).

The total annual consumption of wheat in France, including seed and losses through deterioration, averages about 85,000,000 quintals; and as there was practically no carry-over from the last crop year, the surplus should amount to approximately 15,000,000 quintals which will have to be carried over into next season or exported. Due to the necessity of importing a certain quantity of foreign wheat for mixing with the lower grades of domestic, the surplus will certainly be much greater than this, especially in view of the fact that there has been an appreciable decrease in the consumption of bread in France.

### PRICES

As soon as it became apparent that the new French crop would greatly exceed the average, wheat prices in France were subjected to heavy pressure and experienced a serious falling off. The price of wheat on the Paris market fell from an average of 174 francs per quintal (\$2.14 per bushel) in June to 108 francs per quintal (\$1.30 per bushel) in October. The average price for the whole of 1931 was 167 francs per quintal. Prices have steadied in the neighbourhood of 110 francs per quintal for wheat of a specific weight of 76 kilos per hectolitre.

Until a few days ago offers were very light as producers expected that some solution to the problem would result from the recent lengthy discussions in Parliament, which were expected to have a good effect on prices; but for the past week or so offers have been heavier as winter sowing has begun under very good conditions and it is believed that there has been no curtailment of acreage. Producers are also beginning to realize that it is impossible to maintain prices artificially when production exceeds consumption, and that last year's levels were maintained only because there was a shortage and imports were curtailed under the influence of quotas and high customs tariffs.

### LEGISLATION

Wheat-growing in France is considered the most important of the country's industries, and it is the policy of every Government to afford it adequate protection. The legislation which had been put into effect since the fall of prices on world markets in 1930 was found this year to be insufficient to keep prices at former levels, and since the last crop began to come on the market great efforts have been made to devise means of controlling offers and of ensuring that the farmer will receive an equitable price for his wheat. This result was achieved last year by restricting the percentage of foreign wheat permitted to enter into the manufacture of flour. The price of domestic wheat in Paris averaged \$2.04 per bushel in 1931; on the Chicago exchange the average price for



the year was 67½ cents per bushel. Quota restrictions, however, are no effective guarantee of prices against the effects of overproduction in France, and it is realized that other means must now be found to keep prices from drifting down to world levels.

The creation of a state-controlled selling agency, the prohibition of imports, and the granting of export bounties, are among the proposals that have been made to meet the new situation. The only important step made so far has been the setting aside, with the assistance of the Government, of a stock of 6,000,000 quintals of wheat to be carried over into next season and warehoused on the premises of the producers themselves. The Government has guaranteed the payment of a small premium when this stock is finally placed on the market. It is hoped that this will relieve the market until the greater part of the crop has been liquidated. In addition, the Government has made an effort to improve the methods of operation of the agricultural credit organizations so as to facilitate as much as possible the holding of wheat by the producers.

This policy could be expected to solve the difficulty if it were not that French millers must have a certain percentage of foreign wheat for mixing, and provided it were known that the next crop will not be above normal. In view of this, and unless there is a very large carry-over into next season, French wheat will have to be exported before the end of the crop year. It will then be necessary to find some means of compensating exporters for the difference between world prices and the higher prices obtainable on domestic markets—in other words, some system of export bounties will probably have to be adopted as was the case following the heavy crop in 1929.

#### IMPORTS

Total imports of foreign wheat into France during the first nine months of the present year amounted to 68,324,620 bushels compared to 68,900,883 bushels for the corresponding period of 1931—a very slight falling off. Apart altogether from the drastic restriction on imports, a decrease during the last three months of the year, when the market begins to come under the influence of the new crop, is inevitable. The amount of foreign wheat permitted to enter into the manufacture of bread flour is at present 3 per cent. [On December 3 the figure was reduced to 1 per cent.]

Imports from Canada for the first nine months of 1932 amounted to 21,570,648 bushels compared to 24,225,747 bushels for the corresponding period in 1931.

### SALMON MARKET CONDITIONS IN FRANCE

HERCULE BARRÉ, CANADIAN TRADE COMMISSIONER

[NOTE.—One metric quintal equals 220·462 pounds]

Paris, November 25, 1932.—According to French import statistics, 4,739 metric quintals (1,044,769 pounds) of dry, salted, or preserved fish have been imported into France from Canada during the first nine months of the present year as compared to 56,990 quintals (12,564,129 pounds) in the corresponding period of 1931. Since only small quantities of dry or salted fish are imported from Canada and no preserved fish other than salmon, the above figures may be taken to indicate the volume of imports of Canadian canned salmon in the first three quarters of the year. The value of these imports for 1932 is 1,337,000 francs (\$59,767) as compared to 21,205,000 francs (\$870,127) in 1931.

This great falling off is due to the increase in customs duties on Canadian canned salmon, especially since the abrogation of the Franco-Canadian agree-

ment, which placed Canadian salmon under the general instead of the intermediate tariff.

Japanese canned salmon, which is admitted at a low rate of duty slightly above the minimum rate, has benefited directly from the curtailment in imports from the Dominion. Total imports from Japan for the first nine months of 1932 amounted to 90,292 quintals (19,905,955 pounds) as compared to 55,923 quintals (12,328,896 pounds) in 1931. This increase is the more noteworthy as import quotas were imposed last year.

Restrictions on the import of canned salmon have now been lifted, and this product may be imported freely from any country. In view of the high rate of duty at which Canadian canned salmon is now assessed, however, it is impossible to sell this product in France. It is anticipated in the trade that Japanese producers may find it difficult to meet the demand due to a limited run of pinks. Japanese pink salmon is quoted at 95 francs (\$4.35) per case of 48 one-pound tins and 110 francs (\$5) per case of 96 half-pound tins c.i.f. French ports.

At the present time there are certain quantities of Canadian canned salmon in the principal French ports awaiting the adoption of a measure providing for the entry under treaty rates of all Canadian salmon shipped out of Canada before June 17, the date on which the trade agreement expired.

## MARKET FOR DRIED CODFISH IN NAPLES

A. B. MUDDIMAN, CANADIAN TRADE COMMISSIONER

[Conversions have been made on the basis of \$3.80 to the pound]

Milan, November 24, 1932.—As stated in the report published in *Commercial Intelligence Journal* No. 1503 (November 19), the first shipments of dried codfish (Caraquet and Shippegan) proved of exceptionally high standard and commanded comparatively high prices, which, however, fell to about 32s. (\$6.08) per cwt. c.i.f. in consequence of large subsequent shipments. At the present time no further shipments are expected as the stocks on hand are still considerable.

The first shipments of Gaspé proved rather disappointing, but there has been a decided improvement in the quality of the later shipments, which arrived late in November, and it is therefore hoped that prices, which had fallen to 36s. or 37s. (\$6.84 or \$7.03), will rise to 40s. (\$7.60), particularly in view of information having been received that the autumn fishery has been poor.

Newfoundland has shipped large quantities of dried codfish, which resulted in prices dropping somewhat.

Codfish from Iceland have sold at much better prices on the Neapolitan market than for the past few years, and large quantities, especially of wet salt, have been consumed in and around Naples. Icelandic fish has succeeded in keeping French cures out of the market.

The demand for Norwegian codfish has been very strong due to the very low prices—i.e. about 50s. (\$9.50) per 100 kilos, which is about half the price at which it was sold last season at this time.

Other cures have not been abundant and the changes in price have been very limited.



## CONDITIONS IN THE UNITED STATES

M. J. VECHSLER, ASSISTANT TRADE COMMISSIONER

New York City, December 8, 1932.—Usual seasonal slackness in trade is evident with the holiday demand hardly up to that of a year ago and other business keeping within narrow bounds. Stock market trading has been very small and, although not very marked, a steady decline has occurred. Commodities also have fallen generally. Carloadings, however, tend to increase and bond calls have increased during the past month, payments before maturity being larger than in the previous two months or in November last year.

Sales of lumber, building materials generally, and of hardware are smaller than those of a year ago. Larger stocks are on hand at the woollen mills than at the same time in 1931, but the outlook is better. Minneapolis and Kansas City flour mills are operating at from 50 per cent to 60 per cent of capacity.

Wholesale trade generally is somewhat smaller and collections as a rule remain slow. The Federal Reserve Bank of New York reports that total department store sales during October were 23 per cent below those of a year ago. The National Lumber Manufacturers' Association, in a statement based upon reports from 701 leading softwood and hardwood mills, reports production as being 19 per cent of capacity and new business 22 per cent of capacity. Compared with the corresponding period of last year, production was down 19 per cent and new business 22 per cent.

October automobile production was very low. Factory sales of automobiles manufactured in the United States (including foreign assemblies from parts made in the United States and reported as complete units or vehicles), based on data reported to the Bureau of Census, consisted of 48,934 vehicles as compared with 80,142 in October, 1931, 154,401 in October, 1930, and 380,017 in October, 1929.

Price declines on twenty-two farm products from October 15 to November 15 brought the farm price index covering twenty-seven commodities down to 54 per cent of pre-war on the latter date, as compared with 56 per cent on October 15 and 52 per cent on June 15. Wheat, corn, apples, cattle, calves, and lambs continued their price decline to new low levels for the past 24-year period. Barley prices, however, advanced 10 per cent from October 15 to November 15, sheep prices shifted slightly upward, and butter and eggs made seasonal gains.

During the calendar year to November 19, 1932, the estimated output of bituminous coal totalled 264,063,000 tons, and of anthracite 42,611,000 tons, as compared with 338,443,000 tons of bituminous coal and 54,033,000 tons of anthracite during the calendar year to November 21, 1931.

## TRADE AGREEMENT BETWEEN CANADA AND THE IRISH FREE STATE

The text of the trade agreement entered into between Canada and the Irish Free State, signed at Ottawa on August 20, 1932, at the Imperial Economic Conference, is as follows:—

His Majesty's Government in the Dominion of Canada and His Majesty's Government in the Irish Free State, desiring to facilitate and extend still further their mutual relations of trade and commerce, have agreed upon the following Articles:—

### ARTICLE I

Goods, the produce or manufacture of Canada, imported into the Irish Free State, shall not be subject to other or higher duties than those paid on similar goods, the produce or manufacture of any other country.

## ARTICLE II

Goods, the produce or manufacture of the Irish Free State, imported into Canada, shall not be subject to other or higher duties than those paid on similar goods, the produce or manufacture of the United Kingdom of Great Britain and Northern Ireland.

## ARTICLE III

This Agreement shall be subject to the approval of the Parliaments of the Dominion of Canada and of the Irish Free State. Upon approval being given, it shall be brought into force upon a date to be agreed upon by the Governments of the Dominion of Canada and of the Irish Free State. It shall be in force for a period of five years from the date of its coming into force and thereafter until the expiration of six months from the date on which either Government shall have given to the other notice of its intention to terminate the Agreement.

Done, in duplicate, at Ottawa, this twentieth day of August, one thousand nine hundred and thirty-two.

Signed on behalf of His Majesty's  
Government in the Dominion of  
Canada.

Signed on behalf of His Majesty's  
Government in the Irish Free State.

SEÁN T. O CEALLAIGH

*Vice-President of the Executive Council,  
Minister for Local Government  
and Public Health.*

R. B. BENNETT

*Prime Minister and Secretary of State  
for External Affairs.*

## TARIFF CHANGES AND CUSTOMS REGULATIONS

**Irish Free State Potato Bounty**

Mr. John H. English, Canadian Trade Commissioner in Dublin, writes under date November 30, 1932, that it is officially announced by the Irish Free State Government that, in view of the tariff of £1 per 2,240 pounds to which Irish Free State potatoes are liable on importation into the United Kingdom as from November 15, a bounty will be paid on all potatoes exported by licensed firms to the United Kingdom after December 1. The rate of bounty is £1 per ton for potatoes exported from Counties Louth and Donegal, and 12s. 6d. per ton for potatoes exported from other districts.

The export of potatoes from the Irish Free State to the United Kingdom in 1930 totalled approximately 10,000 tons.

**Irish Free State Tariff on Cheese-making Machinery**

With reference to the article on the Irish Free State Duties Act in *Commercial Intelligence Journal* No. 1489 (August 13, 1932), page 295, imposing among other things a 100 per cent ad valorem duty on cheese-making machinery imported into the Irish Free State, a financial resolution was passed on November 23 reducing this duty to 75 per cent ad valorem under the general tariff and 50 per cent ad valorem under the British preferential tariff, the latter applying to Canada.

**Revised Tariff Preferences in Fiji**

The Legislative Council of Fiji, on October 21, 1932, implemented the proposed new tariff preferences indicated in Article 8 and Schedule D of the trade agreement between Canada and the United Kingdom.

The tariff on rubber boots and shoes and canvas boots and shoes with rubber soles, formerly 20 per cent ad valorem British preferential and 35 per cent ad valorem general tariff, has been made 1s. per pair and 2s. per pair



respectively. The British preferential rate on boxes of wood, made up or in shooks, has been decreased from 20 per cent ad valorem to 15 per cent ad valorem, the general tariff remaining at 35 per cent ad valorem. The general tariff on undressed timber has been increased from 3s. per 100 super. feet to 4s., the British preferential remaining at 2s. The general tariff on dressed timber has been increased from 3s. 9d. to 4s. 6d. per 100 super. feet, the British preferential remaining at 2s. 6d. The general tariff on unspecified timber has been increased from 35 per cent ad valorem to 40 per cent ad valorem, the British preferential remaining at 20 per cent. The general tariff on motor vehicles including motor cycles, component parts and accessories thereof including tires and tubes, has been increased from 35 per cent ad valorem to 40 per cent ad valorem, the British preferential remaining at 20 per cent ad valorem.

The preferential margin on ale, beer, porter, cider, perry, hop and other beers, when containing more than 2 per cent proof spirit, has been increased from 1s. to 2s. per gallon by a reduction of the preferential rate to 3s. when in wood and to 4s. when in bottles. These are rates which were established for United Kingdom, Canada, New Zealand, and Hongkong, in an Ordinance of June 1, 1931. The other special rates accorded to these countries, on that occasion, have been cancelled. The full list was contained in *Commercial Intelligence Journal* No. 1435 (August 1, 1931), page 209.

### Increased British Preferences in St. Kitts-Nevis

WM. FREDERICK BULL, ACTING TRADE COMMISSIONER

Port of Spain, November 23, 1932.—The Legislative Council of St. Christopher (St. Kitts) and Nevis on October 18 increased the British preference on canvas boots and shoes with rubber soles; butter; motor cars, trucks, parts and tires; hardware; and hosiery.

Rubber boots and shoes and canvas boots and shoes with rubber soles, formerly dutiable at 10 per cent ad valorem British preferential and 17 per cent ad valorem general, are now dutiable at 10 per cent ad valorem British preferential and 10 per cent ad valorem general plus 1s. per pair. This added preference of 1s. per pair should assist Canadian exporters in meeting Japanese competition which has largely displaced Canadian rubber-soled shoes in this territory. In 1930—the last year for which statistics are available—2,074 dozen pairs of shoes of all kinds valued at £5,762 were imported into St. Kitts-Nevis, of which Canada supplied 949 dozen pairs valued at £2,289; these were almost entirely rubber-soled shoes. The general tariff on other boots and shoes has been increased from 17 per cent to 20 per cent ad valorem, the British preferential remaining at 10 per cent ad valorem.

*Butter.*—The general rate of duty on butter was increased from 15s. per 100 pounds to 20s. 10d. per 100 pounds, and the British preferential rate left at 8s. 4d. per 100 pounds; accordingly the preference granted Empire butter has been increased to 3 cents per pound local currency. Canada supplied more than 60 per cent of the 27,073 pounds of butter valued at £2,625 imported in 1930.

Motor cars and motor vehicles and parts thereof, including tires, are now dutiable at 10 per cent ad valorem British preferential and 30 per cent ad valorem general. That is, these products have now been granted a preference of 20 per cent. In 1930, thirty-six motor cars valued at £4,267 were imported into St. Kitts-Nevis, of which Canada supplied eighteen (£1,769), the United States thirteen (£1,980), and the United Kingdom four (£418). During the past year, due to the premium on Canadian and United States currency, the importation of cars from the United Kingdom has increased.

The general rate of duty on hardware has been increased from 15 per cent ad valorem to 20 per cent ad valorem. The British preferential remains the same, 10 per cent ad valorem. The United Kingdom and the United States

shared the bulk of the trade in hardware, valued at £4,643 in 1930. Canadian exports were only worth £519. However, with this added preference Canada's share should increase.

Hosiery of all kinds, formerly dutiable at 10 per cent ad valorem British preferential and 15 per cent ad valorem general, is now subject to the following rates of duty:—

	British Preference	General
Cotton and artificial silk hosiery . . . . .	10% ad val.	10% ad val. plus 6d. per pair
Silk . . . . .	10% ad val.	10% ad val. plus 9d. per pair
Other kinds . . . . .	10% ad val.	15% ad val.

In the past Canada has obtained most of the pure silk hosiery trade, but practically all the cheaper grades of cotton and artificial silk hosiery have been supplied by Japan, the United States, and the United Kingdom.

In addition to the above rates of duty, a surtax of 25 per cent is now levied on the amount of duty paid on all dutiable goods on importation into St. Kitts-Nevis. The ordinance will continue in force until December 31, 1933. Empire products are subject to the British preferential rates of duty, all other to the general or full rates of duty.

**Tariff Changes in the State of Johore, British Malaya**

Mr. Geo. R. Heasman, Canadian Trade Commissioner in Batavia, Java, writes that the State of Johore, British Malaya, on October 17 put into force a new schedule of import duties. The full schedule is on file with the Department. With the exception of the following, the majority of the items are of little interest to Canadian exporters:—

Commodity	Full Duty	Preferential Duty
	In Straits Currency	\$1=56 cents Canadian par rate
Rubber boots and shoes and canvas boots and shoes with rubber soles . . . . .per pair	50 cents	10 cents
Rubber soles . . . . .per pair	25 cents	5 cents
Motor and motor-cycle tires (outer covers) . . . . .ad val.	20 per cent	Free
Motor and motor-cycle inner tubes . . . . .ad val.	20 per cent	Free
Milk (including cream) condensed, desiccated or preserved ad val.	12½ per cent	2½ per cent
Fruits, jams, marmalade, vegetables in metal, glass or earthenware containers . . . . .ad val.	20 per cent	5 per cent
Manufactured brass, bronze and copperware . . . . .ad val.	15 per cent	5 per cent

The preferential duties listed above apply to Canada. Manufactured articles are not eligible for the preferential duty unless 25 per cent of their value is the result of labour within the country of export.

**Restrictions on Size of Motor Lorries in Cyprus**

Mr. Yves Lamontagne, Canadian Trade Commissioner in Egypt, writes under date November 21 that an order in council published in the *Cyprus Gazette* of November 11 prohibits, as from November 8, the importation into Cyprus of any motor lorry exceeding in size or capacity the standard 30-cwt. capacity type or having a wheelbase exceeding 130 inches in length. The order will not apply to motor lorries which are proved to have been shipped from the port of origin before the date of the order (November 8).

**France Reduces Use of Foreign Wheat**

With reference to the report in *Commercial Intelligence Journal* No. 1489 (August 13), page 296, regarding a decrease to 3 per cent in the percentage of foreign wheat allowed in the making of bread flour in France, the Canadian Minister in Paris has advised that the percentage of foreign wheat allowed was further reduced to 1 per cent by a decree of December 3.



### Swedish Flour-milling Regulations

With reference to the report in *Commercial Intelligence Journal* No. 1501 (November 5, 1932), page 736, Mr. Frederick H. Palmer, Trade Commissioner in Oslo, advises that in accordance with a Swedish royal resolution of November 24, 1932, the percentages of Swedish wheat and rye which must be mixed with the imported product during the "milling period" December 1 to December 31, 1932, remain unchanged, as follows:

For wheat and wheat flour 90 per cent, while the so-called "minimum percentage" allowed in the case of wheat for short intervals or special lots is 70 per cent, and for rye and rye flour 97 per cent.

### FOREIGN EXCHANGE QUOTATIONS FOR WEEK ENDING DEC. 12

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending December 12, 1932, with the official bank rate. Quotations for the week ending December 5, 1932, are also given for the sake of comparison:—

Country	Unit	Nominal Quotations in Montreal Week ending Dec. 5	Nominal Quotations in Montreal Week ending Dec. 12	Official Bank Rate
Austria	Schilling	\$ .1658	\$ .1638	6
Belgium	Belga	.1629	.1611	3½
Bulgaria	Lev	.0084	.0083	8
Czechoslovakia	Krone	.0348	.0344	4½
Denmark	Krone	.1958	.1971	3½
Finland	Markka	.0173	.0171	6½
France	Franc	.0459	.0453	2½
Germany	Reichsmark	.2797	.2762	4
Great Britain	Pound	3.7654	3.7892	2
Greece	Drachma	.0067	.0066	9
Holland	Guilder	.4726	.4665	2½
Hungary	Pengo	.2059	.2033	4½
Italy	Lira	.0597	.0595	5
Jugo-Slavia	Dinar	.0202	.0157	7½
Norway	Krone	.1941	.1956	4
Portugal	Escudo	.0361	.0351	6½
Roumania	Leu	.0070	.0069	7
Spain	Peseta	.0960	.0947	6
Sweden	Krona	.2071	.2075	3½
Switzerland	Franc	.2261	.2233	2
United States	Dollar	1.1762	1.1612	2½
Argentine	Peso (Paper)	.3043	.3004	—
Brazil	Milreis	.0882	.0870	—
Chile	Peso	.0720	.0711	4½
Colombia	Peso	1.1292	1.1118	5
Mexico	Peso	.3855	.3784	6-7
Peru	Sol	.2058	.2090	6
Venezuela	Bolivar	.2058	.1974	—
Uruguay	Peso	.5557	.5486	—
Cuba	Peso	1.1754	1.1604	—
Hongkong	Dollar	.2552	.2525	—
India	Rupee	.2852	.2897	4
Japan	Yen	.2399	.2438	4.38
Java	Guilder	.4728	.4665	4½
Shanghai	Tael	.3293	.3309	—
Siam	Baht (Tical)	.....	.....	—
Straits Settlements	Dollar	.4425	.4368	—
New Zealand	Pound	3.4347	3.4565	—
British Guiana	Dollar	No quotation	.7925	—
Jamaica	Pound	No quotation	3.8205	—
Other British West Indies	Dollar	No quotation	.7925	—
Martinique	Franc	.0460	.0453	—
Guadeloupe	Franc	.0460	.0453	—
Australia	Pound	3.0137	3.0328	—
Egypt	Pound (100 piastres)	3.8618	3.8863	—

## TRADE OPPORTUNITIES ABROAD FOR CANADIAN PRODUCTS

The Trade Inquiries for Canadian products published below have been received since the publication of the last issue of the *Commercial Intelligence Journal*. Interested exporters may secure the names and addresses of the firms making these inquiries, together with further details regarding the commodities required, on application to the Director, Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa, or—

### Secretary, Board of Trade—

St. John, N.B.,	Stratford, Ont.,	Winnipeg, Man.,
Halifax, N.S.,	Woodstock, Ont.,	Vancouver, B.C.,
Quebec, P.Q.,	St. Mary's, Ont.,	New Westminster, B.C.
Montreal, P.Q.,	Portage la Prairie, Man.,	
Toronto, Ont.,	St. Boniface, Man.,	

### Secretary, Chamber of Commerce—

Sherbrooke, P.Q.,	Belleville, Ont.,	Hamilton, Ont.,
Kingston, Ont.,	Peterborough, Ont.,	Victoria, B.C.,
Oshawa, Ont.,	London, Ont.,	Prince Rupert, B.C.

Border Chamber of Commerce, Windsor, Ont.

La Chambre de Commerce, de Montréal, 25 St. James E., Montreal, P.Q.

### Secretary, Canadian Manufacturers' Association—

Toronto, Ont.,	Winnipeg, Man.,	Vancouver, B.C.,
Montreal, P.Q.,	Edmonton, Alta.,	Victoria, B.C.

The Maritime Provinces Trade Commissioner, 122 Federal Building, Toronto, Ont.

The Bureau of Provincial Information, Victoria, B.C.

Commodity	No.	Location of Inquirer	Purchase or Agency
<b>Foodstuffs—</b>			
Canned Salmon.....	890	Jerusalem, Palestine.....	Agency.
Canned Salmon.....	891	Cape Town, South Africa.	Agency.
Canned Lobster.....	892	Jerusalem, Palestine.....	Agency.
Smoked Bloaters.....	893	Puerto Plata, Dominican Republic.	Agency.
Canned Meats.....	894	Jerusalem, Palestine.....	Agency.
Canned Fruit and Vegetables...	895	Jerusalem, Palestine.....	Agency.
Pasteurized Loaf Cheese.....	896	Brussels, Belgium.....	Purchase.
Wheat Flour.....	897	Santiago de Cuba.....	Agency.
Wheat Flour.....	898	Beyrouth, Lebanese Republic.	Agency.
Wheat.....	899	Barranquilla, Colombia....	Purchase.
Meat Extract.....	900	Milan, Italy.....	Purchase.
Meat Meal.....	901	Amsterdam, Holland.....	Purchase.
Brandy.....	902	Singapore, Straits Settlements.	Agency.
Frozen Hen Egg Yolk.....	903	Milan, Italy.....	Purchase.
Hen Egg Dry White.....	904	Milan, Italy.....	Purchase.
<b>Miscellaneous—</b>			
Patent Medicines.....	905	Singapore, Straits Settlements.	Agency.
Hay and Manure Forks.....	906	Dublin, Irish Free State..	Agency.
Machinery (for the manufacture of school and office rulers).	907	Sydney, Australia.....	Purchase.
Machine (for the manufacture of pipe cleaners).	908	Sydney, Australia.....	Purchase.
Abrasive Cloths.....	909	Rotterdam, Holland.....	Agency.
Paper Envelopes.....	910	Singapore, Straits Settlements.	Agency.
Ice Cream Freezer Tubs.....	911	Birmingham, England....	Purchase.
Rubber Goods.....	912	London, E.C. 1, England..	Buying Agents.
Rubber Goods.....	913	London, E.C. 2, England..	Agency.
Rubber Goods.....	914	London, E.C. 1, England..	Agency.
Rubber Products.....	915	London, E.C. 1, England..	Agency.
Toys, Novelties and Rubber Toy Novelties.	916	London, E.C. 1, England..	As Buyers.



### CERTIFICATES OF ORIGIN FOR GREAT BRITAIN

In order to obtain the benefits of preferential duties under the new British Tariff, Customs regulations require original invoice and *Certificate of Origin* must be produced when goods of Canadian origin are being cleared through Customs in Great Britain.

Please see that necessary forms are forwarded to your consignees as early as possible so that no delay will be encountered in clearing their goods through British Customs.

### PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate, and subject to change without notice)

#### From Halifax

*To Liverpool.*—Montrose, Dec. 24; Montclare, Dec. 31 and Jan. 28; Montcalm, Jan. 7 and Feb. 4; Duchess of Atholl, Jan. 15; Duchess of York, Jan. 21—all Canadian Pacific; Newfoundland, Dec. 20; Nova Scotia, Jan. 14—both Furness Line; Manchester Hero, Manchester Line, Dec. 31; Nubian, Jan. 5; Mercian, Jan. 19—both Leyland Line; Antonia, Cunard Line, Jan. 22.

*To London.*—Beaverdale, Dec. 24 and Jan. 28; Beaverbrae, Dec. 31; Beaverhill, Jan. 7; Beaverford, Jan. 14; Beaverburn, Jan. 21—all Canadian Pacific; City of Flint, Yankee Line, Dec. 21; Pennland, Red Star Line, Jan. 1; Ascania, Jan. 7; Alaunia, Jan. 21—both Cunard Line; Italian Prince, Furness Prince Line, Jan. 10.

*To Southampton.*—Pennland, Red Star Line, Jan. 1 and 29.

*To Manchester.*—Manchester Division, Dec. 30; Manchester Hero, Dec. 31; Manchester Commerce, Jan. 13; Manchester Citizen, Jan. 27—all Manchester Line; Nubian, Jan. 5; Mercian, Jan. 19—both Leyland Line.

*To Avonmouth, Cardiff and Swansea.*—Salacia, Dec. 31; Airthria, Jan. 14; Vardulia, Jan. 28—all Cunard-Donaldson Line; Bristol City, Bristol City Line, Jan. 10 (also calls at Bristol).

*To Glasgow.*—Sulairia, Dec. 24 and Jan. 22; Concordia, Jan. 5; Letitia, Feb. 24—all Anchor-Donaldson Line.

*To Newcastle and Leith.*—City of Flint, Yankee Line, Dec. 21 (calls at Bremen, Dundee and Hamburg but not at Newcastle); Cairnross, Dec. 26; Cairnesk (also calls at Hull), Jan. 9; Cairnglen (calls at Dundee and Hull), Jan. 23—all Cairn-Thomson Line.

*To Antwerp.*—Beaverbrae, Dec. 31; Beaverhill, Jan. 7; Beaverford, Jan. 14; Beaverdale, Jan. 28—all Canadian Pacific; Pennland, Red Star Line, Jan. 1 and 29; Marengo, Ellerman Wilson Line, Jan. 5 (calls at Aberdeen and Hull).

*To Hamburg.*—Beaverdale, Dec. 24; Beaverburn, Jan. 21—both Canadian Pacific.

*To Gothenburg.*—Korsholm, Dec. 24; Lagaholm, Jan. 5; Ragnhildsholm, Jan. 25—all Swedish-American-Mexico Line (also call at Copenhagen); Drottningholm, Swedish-American Line, Jan. 20.

*To St. John's, Nfld., and St. Pierre-Miquelon.*—Newfoundland, Dec. 20 and Jan. 21; Nova Scotia, Dec. 31 and Jan. 14—both Furness Line (do not call at St. Pierre); Portia, Newfoundland Ry. and SS. Co., Dec. 24 and Jan. 7 and 21; Belle Isle, Newfoundland-Canada SS., Dec. 24; Dominica, Furness-Red Cross Line, Dec. 26 and Jan. 9.

*To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.*—Lady Nelson, Jan. 1 and Feb. 5; Lady Hawkins, Jan. 15; Lady Drake, Jan. 22—all Canadian National.

*To Santiago (Cuba) and Kingston (Jamaica).*—Calabria, Dec. 21 and Jan. 18; Andalusia, Jan. 4 and Feb. 1 (calls at Montego Bay and other Jamaican outports)—both Pickford & Black, Ltd.

To *Bermuda, St. Kitts, Antigua, Guadeloupe, St. Lucia, Dominica, Martinique, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo*.—Moyra, Jan. 2 and Feb. 7; Zenda, Jan. 20—both Ocean Dominion SS. Corp.

To *Hamilton (Bermuda), Nassau (Bahamas), Kingston (Jamaica), and Belize (British Honduras)*.—Cathcart (does not call at Hamilton or Nassau), Dec. 21 and Jan. 18; Lady Rodney, Dec. 28 and Jan. 25; Cavelier (does not call at Hamilton or Nassau), Jan. 4 and Feb. 1; Lady Somers, Jan. 11 and Feb. 8—all Canadian National.

To *St. Georges (Bermuda), Puerto Rico, St. Kitts, Antigua, St. Lucia, Guadeloupe, Martinique, Barbados, St. Vincent, Grenada, Trinidad and Demerara*.—Chomedy, Dec. 24 and Jan. 28; Colborne, Jan. 7 and Feb. 11—both Canadian National.

To *Tampico and Vera Cruz*.—A steamer, Canadian National, weekly.

To *Colombia, Ecuador, Peru and Chile*.—A steamer, Canadian National, monthly.

To *Brisbane, Sydney and Melbourne*.—Canadian Victor, Dec. 23; Canadian Constructor, Jan. 27—both Canadian National.

To *Auckland, Wellington, Lyttelton, Dunedin, Brisbane, Sydney and Melbourne*.—Canadian Victor, Dec. 23; Canadian Scottish (calls at Napier and Bluff), Jan. 20—both Canadian National.

### From Saint John

To *London*.—Beaverdale, Dec. 23 and Jan. 27; Beaverbrae, Dec. 30; Beaverhill, Jan. 6; Beaverford, Jan. 13; Beaverburn, Jan. 20—all Canadian Pacific; Ascania, Jan. 6; Alaunia, Jan. 20—both Cunard Line.

To *Liverpool*.—Montrose, Dec. 23; Montclare, Dec. 30 and Jan. 27; Montcalm, Jan. 6 and Feb. 3; Duchess of Atholl, Jan. 14; Duchess of York, Jan. 20—all Canadian Pacific.

To *Manchester*.—Manchester Division, Dec. 29; Manchester Commerce, Jan. 12; Manchester Citizen, Jan. 26—all Manchester Line.

To *Avonmouth, Cardiff and Swansea*.—Salacia, Dec. 29; Airthria, Jan. 12; Vardulia, Jan. 26—all Cunard-Donaldson Line.

To *Glasgow*.—Sulairia, Dec. 22 and Jan. 20; Concordia, Jan. 5; Letitia, Feb. 3—all Anchor-Donaldson Line.

To *Antwerp*.—Beaverbrae, Dec. 30; Beaverhill, Jan. 6; Beaverford, Jan. 13; Beaverdale, Jan. 27—all Canadian Pacific; Hada County (calls at Havre), Dec. 23; Brant County, Jan. 9; Grey County (calls at Havre), Jan. 24—all County Line.

To *Newcastle and Leith*.—Cairnross (also calls at Hull), Dec. 24; Cairnesk (also calls at Hull), Jan. 7; Cairnglen (also calls at Dundee and Hull), Jan. 21—all Cairn-Thomson Line.

To *Belfast and Dublin*.—Dunaff Head, Dec. 23; Fanad Head, Jan. 3—both Head Line (cargo accepted for Londonderry and Cork).

To *Rotterdam*.—Kings County, Dec. 31; Brant County, Jan. 9; Grey County, Jan. 24—all County Line.

To *Hamburg*.—Beaverdale, Dec. 23; Beaverburn, Jan. 20—both Canadian Pacific; Haimon, Hamburg-American North German Lloyd Line, Jan. 10 (calls at Bremen).

To *Alexandria, Port Said, Suez, Aden, Karachi, Bombay, Colombo, Madras, Rangoon and Calcutta*.—A steamer, American and Indian SS. (cargo accepted for other Eastern ports, also for British East African ports), Jan. 25.

To *Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara*.—Lady Nelson, Dec. 28 and Feb. 1; Lady Hawkins, Jan. 11; Lady Drake, Jan. 18—all Canadian National.

To *Bermuda, St. Kitts, Antigua, Guadeloupe, Dominica, Martinique, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara*.—Moyra, Dec. 29 and Feb. 2; Zenda, Jan. 15—both Ocean Dominion Line.

To *Kingston and Jamaican Outports*.—San Bruno, Dec. 22 and Feb. 2; San Benito, Jan. 5; San Blas, Jan. 19—all United Fruit Line.

To *South France and Italian Ports*.—Valleluce, Dec. 30; Valfiorita, Jan. 20—both Lloyd-Mediterraneo-Italian Service.

To *West and South African Ports and Beira*.—Calumet, Dec. 25; Cochrane, Jan. 25—both Elder Dempster Lines, Ltd.

To *Montevideo and Buenos Aires*.—A steamer, Canadian-South American Line, Dec. 20 and Jan. 20.



### From New Westminster

To London, Liverpool and Glasgow.—Parthenia, Dec. 22; Moveria, Jan. 12; Gracia, Jan. 26—all Balfour Guthrie & Co.; Pacific Trader, Jan. 1; Pacific Shipper, Jan. 17—both Furness Pacific Ltd. (also call at Manchester).

To London, Hull, Newcastle and Hamburg.—Empire Star, Jan. 7; Albion Star, Jan. 19—both American Mail Line.

To Liverpool, Glasgow, Southampton, Newcastle and Rotterdam.—Gothic Star, Dec. 26; Tacoma Star, Jan. 5—both American Mail Line.

To United Kingdom Ports.—Anniston City, Dec. 19; Logician, Dec. 28—both B. W. Greer & Sons; Jersey City, T. A. Lee & Holway Ltd., Jan. 7.

To Shanghai.—Ixion, Dodwell & Company Ltd., Dec. 20; Corneville, Balfour Guthrie & Co., Jan. 4.

### From Vancouver

To Yokohama, Kobe, Shanghai and Hongkong.—Protesilaus, Dec. 19; Ixion (calls Miiki), Jan. 8; Tantalus, Jan. 29—all Blue Funnel Line; Everett, Dec. 20; Olympia, Jan. 20—both Tacoma Oriental SS. (call Tsingtao, Dairen, Taku Bar, and Otaru but not at Hongkong); Hiye Maru, Dec. 15; Heian Maru, Jan. 12; Hikawa Maru, Jan. 26—all Nippon Yusen Kaisha (also call Osaka).

To Yokohama, Kobe, Shanghai, Hongkong and Manila.—Empress of Russia (calls Nagasaki), Dec. 31; Empress of Japan (calls Honolulu), Jan. 14; Empress of Asia (calls Nagasaki), Jan. 28—all Canadian Pacific; Seattle, Tacoma Oriental SS. (calls Osaka, Iloilo, Cebu and Legaspi but not at Shanghai), Jan. 8.

To Yokohama, Kobe and Osaka.—Shiraha Maru, Dec. 26; Koryu Maru, Dec. 28—both Empire Shipping Co.

To Honolulu, Suva, Auckland and Sydney.—Aorangi, Jan. 4; Niagara, Feb. 1—both Canadian-Australasian Line Ltd.

To Auckland, Wellington, Melbourne and Sydney.—Hauraki, Canadian-Australasian Line, Dec. 27 (also calls Papeete, Lyttelton and Dunedin); Golden Cloud, Oceanic and Oriental Navigation Co., Jan. 17.

To Brisbane, Sydney, Melbourne and Adelaide.—Boren, Dec. 31; Roxen, Jan. 15—both Empire Shipping Co. (also call at Newcastle).

To London, Liverpool and Cardiff.—Imperial Valley, Reardon Smith Line, Dec. 20.

To Liverpool, London, Southampton and Rotterdam.—Loch Monar, Jan. 1; Delftdyk, Jan. 14; Drechttdyk, Jan. 28—all Royal Mail Lines Ltd.

To London, Hull, Bergen and Oslo.—Knut Nelson, Fred Olsen Line, Dec. 26.

To Manchester.—Pacific Grove, Dec. 24; Pacific Trader, Jan. 7; Pacific Shipper, Jan. 21—all Furness (Pacific) Ltd.

To Rotterdam, Hamburg, Copenhagen and Hull.—India, Dec. 24; Europa, Jan. 14—both East Asiatic Co., Inc.

To Hamburg, Bremen and Antwerp.—Donau, Dec. 21; Stassfurt, Dec. 28; San Francisco, Jan. 4; Este, Jan. 11; Oakland, Jan. 18; Witram, Jan. 25—all Hamburg-American-North German Lloyd Line.

To Havre, Dunkirk, Bordeaux and Antwerp.—San Antonio, Jan. 7; Washington, Jan. 20—both Empire Shipping Co., Ltd.

To Scandinavian Ports.—Balboa, Jan. 1; Annie Johnson, Jan. 14—both Johnson Line.

To Marseilles, Genoa, Leghorn, Venice and Trieste.—Fella, Jan. 5; Feltre, Feb. 4—both Empire Shipping Co.

To Port of Spain (Trinidad) and Bridgetown (Barbados).—Sunnanvik, Canadian Transport Co. Ltd., Dec. 28.

To Port of Spain, Puerto Rico, San Juan and Ponce.—Hollywood, McCormick Steamship Co., Dec. 22.

To Rio de Janeiro, Santos and Buenos Aires.—Brandanger, Empire Shipping Co., Jan. 5.

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Note.—Firms who desire information concerning ocean mail services may have their names placed on the mailing list of the Post Office Weekly Bulletin by applying to the Post Office Department.

# COMMERCIAL INTELLIGENCE SERVICE 943

## CANADIAN GOVERNMENT TRADE COMMISSIONERS

### Argentine Republic

HARRY A. SCOTT, B. Mitre 430, Buenos Aires (1). (Territory includes Chile and Uruguay.)  
*Cable address, Canadian.*

### Australia

D. H. ROSS. Address for letters—Box 196C, G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable address, Canadian.*  
*Commercial Agent:* B. MILLIN, The Royal Exchange, Sydney, N.S.W.

### Belgium

HENRI TURCOT, 98 Boulevard Adolphe Max, Brussels. *Cable address, Canadian.*

### Brazil

A. S. BLEAKNEY. Address for letters—Caixa Postal 2164, Rio de Janeiro. Office—Ed. Da "A. Noite," Sala 802, Praca Maua. *Cable address, Canadian.*

### British West Indies

*Trinidad:* ACTING TRADE COMMISSIONER. Address for letters—P.O. Box 125, Port of Spain. Office—Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, and British Guiana.) *Cable address, Canadian.*

*Jamaica:* F. W. FRASER, P.O. Box 225. Office—Canadian Bank of Commerce Chambers, Kingston. (Territory covers Jamaica, Hayti, the Bahamas, and British Honduras.) *Cable address, Canadian.*

### China

L. M. COSGRAVE. Address for letters—P.O. Box 264, Shanghai. Office—Daily News Building, 17 The Bund, Shanghai. *Cable address, Canadian.*

PAUL SYKES. Address for letters—P.O. Box 160, Dairen, Manchuria. Office—Cornabe Building, 1 Higashi-Koen-Cho, Dairen, Manchuria. (Territory covers Manchuria.) *Cable address, Canadian.*

### Cuba

E. L. MCCOLL. Address for letters—Apartado 1945, Havana. Office address—Royal Bank of Canada Building, Calle Aguiar 75, Havana. (Territory includes San Domingo and Puerto Rico.) *Cable address, Canadian.*

### Egypt

YVES LAMONTAGNE. Address for letters—P.O. Box 1770, Cairo. Office—22 Shari Kasr el Nil, Cairo. (Territory includes the Sudan, Palestine, Cyprus, Iraq, Syria, and Persia.) *Cable address, Canadian.*

### France

HERCULE BARRÉ, 3 rue Scribe, Paris (9). (Territory includes French Colonies in North Africa.) *Cable address, Cancomac.*

### Germany

ACTING TRADE COMMISSIONER, Mönckebergstrasse 31, Hamburg. (Territory covers Germany—except the Rhine Valley—Czechoslovakia, Austria, and Eastern European countries.) *Cable address, Canadian.*

### Greece

ACTING TRADE COMMISSIONER, 1 Corai Street, Athens. (Territory includes Turkey.) *Cable address, Canadian.*

### Hongkong

V. E. DUCLOS. Address for letters—P.O. Box 80, Hongkong. Office—Gloucester Building, Hongkong. (Territory includes South China, the Philippines, British North Borneo, and Indo-China.) *Cable address, Canadian.*

### India and Ceylon

R. T. YOUNG. Address for letters—P.O. Box 2003, Calcutta. Office—8 Esplanade Mansions, Government Place East, Calcutta. *Cable address, Canadian.*

### Irish Free State and Northern Ireland

J. H. ENGLISH, 66 Upper O'Connell Street, Dublin, Irish Free State (*cable address, Canadian*); and 44 Ann Street, Belfast, Northern Ireland (*cable address, Adanac*).



944 CANADIAN GOVERNMENT TRADE COMMISSIONERS—*Con.*

**Italy**

A. B. MUDDIMAN, Via Manzoni Nr. 5, Milan (102). (Territory includes Spain, Portugal, Gibraltar, Canary Islands, Malta, Italian Colonies in Africa, Albania, and Yugoslavia.) *Cable address, Canadian.*

**Japan**

*Tokyo*: J. A. LANGLEY, Commercial Secretary; RICHARD GREW, Trade Commissioner. Address for letters—P.O. Box F101, Tokyo Central. Office—Imperial Life Assurance Building, Marunouchi, Tokyo. *Cable address, Canadian.*

*Kobe*: ACTING TRADE COMMISSIONER. Address for letters—P.O. Box 230, Kobe. Office—Chamber of Commerce Building, Kobe. *Cable address, Canadian.*

**Mexico**

ACTING TRADE COMMISSIONER. Address for letters—Apartado Num. 126-bis, Mexico City. Office—Edificio Banco de Londres y Mexico, Num. 30, Mexico City. (Territory includes Guatemala, Honduras, and Salvador.) *Cable address, Cancoma.*

**Netherlands**

J. C. MACGILLIVRAY, Beursplein 26B, Rotterdam. (Territory includes the Rhine Valley and Switzerland.) *Cable address, Canadian.*

**Netherlands East Indies**

G. R. HEASMAN. Address for letters—P.O. Box 84, Batavia, Java. Office—Chartered Bank Building, Melacca St., Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, and Siam.) *Cable address, Canadian.*

**New Zealand**

C. M. CROFT. Address for letters—P.O. Box 33, Auckland. Office—Yorkshire House, Shortland Street, Auckland. (Territory includes Fiji and Western Samoa.) *Cable address, Canadian.*

**Norway**

F. H. PALMER, Jernbanetorvet 4, Oslo. (Territory includes Scandinavian countries and Finland.) *Cable address, Canadian.*

**Panama**

J. A. STRONG. Address for letters—P.O. Box 222, Panama City. Office—Royal Bank of Canada Building, Santa Ana Plaza, Panama City. (Territory includes Venezuela, Colombia, Nicaragua, and Costa Rica.) *Cable address, Canadian.*

**Peru**

C. S. BISSETT. Address for letters—Casilla 1212, Lima. Office—Calle Coca, 478, Lima. (Territory includes Bolivia and Ecuador.) *Cable address, Canadian.*

**South Africa**

G. R. STEVENS. Address for letters—P.O. Box 683, Cape Town. Office—Cleghorn & Harris Building, Alderley Street, Cape Town. (Territory includes Southwest Africa, the Rhodesias, Nyasaland, Tanganyika Territory, and Kenya Colony.) *Cable address, Cantracom.*

**United Kingdom**

*London*: HARRISON WATSON, Canada House, Trafalgar Square, S.W.1. (Territory covers Home Counties, Southeastern Counties, and East Anglia.) *Cable address, Sleighing, London.*

*London*: J. FORSYTH SMITH, Fruit Trade Commissioner, Walter House, Bedford Street, Strand, W.C.2. *Cable address, Canfrucum.* (Territory—for fresh fruit only—covers United Kingdom, Norway, Denmark, Sweden, France, Holland, Belgium, Germany, and Spain.)

*London*: W. A. WILSON, Animal Products Trade Commissioner, Canada House, Trafalgar Square, S.W.1. *Cable address, Agrilson.*

*Liverpool*: H. R. POUSSETTE, Century Bldgs., 31 North John Street. (Territory covers North of England, Lincolnshire, North Midlands, and North Wales.) *Cable address, Canadian.*

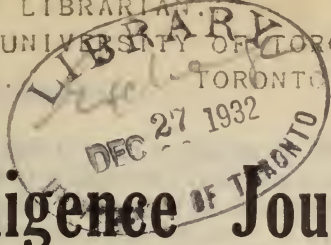
*Bristol*: DOUGLAS S. COLE, Northcliffe House, Colston Avenue. (Territory covers West of England, South Wales, and South Midlands.) *Cable address, Canadian.*

*Glasgow*: GORDON B. JOHNSON, 200 St. Vincent Street. *Cable address, Cantracom.*

**United States**

*New York City*: FREDERIC HUDD, 25 Broadway. (Territory includes Bermuda.) *Cable address, Cantracom.*

**Note.—Bentley's Second Phrase Code is used by Canadian Trade Commissioners.**



# Commercial Intelligence Journal

Issued Every Saturday by the Department of Trade and Commerce

Minister: Hon. H. H. Stevens, M.P.

Deputy Minister: James G. Parmelee

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## TABLE OF CONTENTS

	Page		Page
Automotive Accessories for the United Kingdom . . . . .	945	Economic Conditions in Italy . . . . .	959
Demand for Horses in Scotland . . . . .	945	Market for Potatoes in Cuba . . . . .	962
Commercial Notes from New South Wales . . . . .	946	Russian Canned Salmon Competition in Teneriffe . . . . .	962
New Trade Opportunities in Bermuda Exports from Canada to the United States of Farm Products, etc..	950	Japanese Fishing Amalgamation and Production of Canned Salmon..	963
Trade of Egypt, 1931—		Japanese Canned Crab Pack . . . . .	965
Foodstuffs; Beverages; Tobacco . . . . .	952	Increasing Sales of Canadian Flour in the Far East . . . . .	966
Market for Refrigerators in the Netherlands . . . . .	958	Tariff Changes, etc. . . . .	968
Compliance with Contract Conditions Essential . . . . .	959	Foreign Exchange Quotations . . . . .	970
		Trade Inquiries . . . . .	971
		Proposed Sailings . . . . .	972
		Commercial Intelligence Service . . . . .	975

## AUTOMOTIVE ACCESSORIES FOR THE UNITED KINGDOM

From time to time Canadian manufacturers of automotive accessories have expressed an interest in exporting their products to the United Kingdom. In view of that interest, Mr. Harrison Watson, Canadian Trade Commissioner in the United Kingdom has forwarded to the Department of Trade and Commerce, Ottawa, a complete catalogue of these products extending to 700 pages and profusely illustrated, which may be obtained on loan by Canadian firms in this trade on application to the Department.

## DEMAND FOR HORSES IN SCOTLAND

G. B. JOHNSON, CANADIAN TRADE COMMISSIONER

Glasgow, November 28, 1932.—Good horses for sale in Scotland at the present time are very scarce. Farmers have not been breeding so many, and, moreover, they have been working their animals until they are almost done. There is therefore a good market for Canadian horses, but it would not pay the Canadian exporter to ship any but the very best.

Clean-legged van or gyp horses, 5 to 7 years old, 16.2 to 17.2 hands high, 10 to 14 cwts. in weight (1,120 to 1,568 pounds), are of the class that would meet a ready market here, and well-bred draught horses, 5 to 7 years old, 14



to 18 cwts. in weight or over (1,568 to 2,016 pounds or over). All would require to be well handled, thoroughly broken to harness and sound, free from side-bones, ringbone, and spavins. Consignments could be made of any number, and could be handled by a first-class firm of auction specialists, who would advertise on advice of shipment, and who would sell them as near to the date of arrival as possible. This firm would require 5 per cent commission and cost of keep, and would be responsible for the collection of proceeds on sale. Canadian firms would be well advised, when buying for shipment to Glasgow, to have the horses selected by a Scotsman who knows what is required in this market.

A number of Canadian horses were shipped to Glasgow in 1925, and were found satisfactory for certain classes of work. The difficulty is in getting them seasoned to this climate and in breaking them into work.

Possible business is, of course, a matter of price, as they would be in competition with lighter Clydesdales and Irish horses. For cart horses the price obtained here should be from £60 to £70 (say \$225 to \$262 at \$3.75 to the £). For van horses the price should be from £40 to £55 (say \$150 to \$206). An average of £55 (\$206) would probably be realized for good, big horses of quality, after paying freight and all charges.

The exporter would, of course, have to take the risk of disposing of the horses, because buyers will not buy until they have had an opportunity of examining them. This office is informed by a well-known firm of cartage contractors that they would consider purchasing a dozen or so, provided they were approved, and the prices reasonable. Any Canadian firm desiring the name of the auctioneers referred to above should communicate with the Department of Trade and Commerce, Ottawa (quoting file No. 22463).

In the ten months ended October 31, 1932, 7,520 horses were imported from the Irish Free State into the United Kingdom, out of total imports of 8,688. There has recently been imposed a duty of 40 per cent on horses from the Irish Free State.

## COMMERCIAL NOTES FROM NEW SOUTH WALES

B. MILLIN, COMMERCIAL AGENT

### Australia's Butter Industry

Sydney, November 10, 1932.—The capital value of the dairy farms of Australia has been estimated at not less than £125,000,000, and the butter and cheese factories represent an outlay of some £4,500,000 in addition. The total value of the annual production of these farms is estimated at from £40,000,000 to £45,000,000. The co-operative principle governs the bulk of the production and distribution of butter and cheese in the Commonwealth, and of recent years a co-operative selling floor has been established in London with branches in the provinces.

The tonnage of butter exported in recent seasons was as follows: 1925-26, 43,193 tons; 1926-27, 34,160; 1927-28, 44,256; 1928-29, 45,740; 1929-30, 48,626; 1930-31, 73,403 tons. The last season was therefore a record one, but owing to the excellent seasonal conditions which have prevailed recently, it looks as if the output this season will be much greater.

### Advertising Australia

The Australian National Travel Association, which was formed a few years ago and is now subsidized by the Commonwealth Government, is stated to be now obtaining excellent publicity throughout the world. The circulation of publicity matter so far totals 1,460,000 folders, 12,000 photographs, and 100,000

posters. The association is obtaining excellent editorial co-operation from overseas newspapers and magazines, and well-informed Australian journalists in Great Britain, Canada, and the United States are assisting in the campaign and are reaching vast audiences through wireless broadcasting.

### **Shipping Tourist Traffic in Australia**

In view of the large volume of tourist traffic in other parts of the world, it is surprising that this source of revenue has been so long neglected in Australia, and the fact that these avenues have not been fully exploited in the past has been vividly brought before the public within the past few weeks. One of the largest liners trading to Australia was recently engaged for a trip of six days to Norfolk Island, and was fully booked on the day the announcement of the projected trip was made. Another large steamer will cruise to New Caledonia, and the response has been equally gratifying.

### **Export of Grapes from Australia**

Australia produces on the average approximately 13,000 tons of table grapes per annum, but of this quantity only a small percentage has been exported, although the trade is increasing each year. During the past season 700 tons were sent overseas, chiefly to the United Kingdom and Canada, and to Colombo and other ports in the East.

About 3,000 boxes of grapes were sent to Vancouver last season, and a portion of this shipment was sent as far east as Toronto. Reports state that the fruit held its condition excellently, and met a ready demand. The consignment was made up of Almerias, which have an excellent reputation as carriers and keepers. So far this season weather and rainfall conditions have been much better than usual, and the crops promise to be both good and plentiful. Harvesting will take place about the middle of January.

### **Trial Shipment of Australian Chilled Beef to London**

Cable advices recently received state that the first shipment of chilled beef, which left Sydney on September 7 last, has turned out a complete success, and it appears likely that this pioneer shipment may revolutionize the Australian beef export trade, the chilled product on the London market being preferred to the frozen.

### **Australian Rabbit Exports**

One of the features of the present export season is the large quantity of rabbits being exported from Australia, particularly from Sydney. During the last three months 498,826 crates have been exported, of which London took 337,927 crates. The total exports were almost double those of the corresponding period last year.

### **Imports into New South Wales**

Imports into New South Wales from overseas for September, which were valued at £2,028,637 sterling, were slightly less than the August total of £2,239,589 sterling, but were greater than the total for September, 1931, by £691,792 sterling. There has been an increase of £1,760,880 in the first quarter (ending September) of the financial year, compared with the first quarter of 1931-32.

The principal increases were in machinery and metal manufactures. Other items which showed increases were piece goods, petrol, paper, iron and steel, kerosene, bags and sacks, fertilizers, cotton yarn, and electrical machinery. Although the greater volume of imports is due to some extent to the removal of some customs prohibitions and surcharges, there is no doubt that much of it is due to the natural replenishment of stocks which have become exhausted owing to restricted buying during the past twelve months.



## NEW TRADE OPPORTUNITIES IN BERMUDA

FREDERIC HUDD, CANADIAN TRADE COMMISSIONER

New York City, December 14, 1932.—In the spirit of Article 8 of the United Kingdom-Canada Trade Agreement and Schedule "D" thereof, effective on January 1, 1933, increased preferences on certain commodities will be extended by Bermuda to imports from Canada and other British Empire countries. The increased preferences are as follows:—

Commodity	British Preferential Tariff	General Tariff
Bacon . . . . .	10%	10% plus $\frac{1}{2}$ d. lb.
Butter . . . . .	10%	10% plus $1\frac{1}{2}$ d. lb.
Canned or bottled fruit . . . . .	5%	20%
Canned or bottled meat . . . . .	5%	20%
Canned or bottled vegetables . . . . .	10%	25%
Canvas boots and shoes with rubber soles . . . . .	10%	10% plus 1s. pr.
Eggs in June, July, August, September, October, November and December . . . . .	2d. per doz. 5d. per doz.	4d. per doz. 7d. per doz.
Eggs in January, February, March, April and May	10%	25%
Electric appliances, bulbs, fittings, and apparatus . .	10%	25%
Electric generating machinery . . . . .	10%	20%
Furniture, of all materials . . . . .	10%	10% plus $\frac{1}{2}$ d. lb.
Ham . . . . .	10%	20%
Hardware . . . . .	10%	10% plus 6d. pr.
Hosiery of cotton and/or of artificial silk . . . . .	10%	10% plus 9d. pr.
Hosiery of silk . . . . .	10%	30%
Motor vehicles and parts, including tires . . . . .	10%	10% plus 1s. pr.
Rubber boots and shoes . . . . .	10%	10% plus 1s. pr.
Cigarettes made in the Empire entirely of tobacco grown within the Empire . . . . .	2s. lb. plus 10% ad val. plus 22 $\frac{1}{2}$ % surtax	
Tobacco manufactured in the Empire entirely of tobacco grown within the Empire . . . . .	1s. lb. plus 10% ad val. plus 22 $\frac{1}{2}$ % surtax	

### GENERAL TARIFF SITUATION

In the case of goods not mentioned in this new schedule of duties covering nineteen items, the former rates of duty will continue to be applicable. The general tariff of Bermuda is 10 per cent plus a surtax of 25 per cent, which is equivalent to a duty of  $12\frac{1}{2}$  per cent ad valorem, but the surtax of 25 per cent is not levied on goods of British Empire origin. With the few special exceptions noted below therefore, Canadian products imported into Bermuda, not mentioned in the new preferential schedule, will continue to enjoy a preference by being exempt from the surtax. The exceptions are:—

Commodity	British Preferential Tariff	General Tariff
Wheaten and rye flour . . . . .	Free	12 $\frac{1}{2}$ %
Fish, salted, smoked or pickled, not canned or bottled . . . .	Free	12 $\frac{1}{2}$ %
Oats . . . . .	1d. per bu.	12 $\frac{1}{2}$ %
Wheat, bran, middlings, shorts, pollard, hay . . . . .	3d. per 100 lb.	12 $\frac{1}{2}$ %

### IMPORT TRADE OF BERMUDA

Bermuda's chief sources of supply are the United Kingdom, the United States, and Canada. In 1931 the imports were:—

	£	Per Cent
Grand total . . . . .	2,463,259	
United Kingdom . . . . .	991,219	40.24
United States . . . . .	951,705	38.6
Canada . . . . .	453,135	18.4
Other countries . . . . .	67,200	2.8

The following table sets forth some of the principal imports of the colony and shows the extent to which Canada secured a share of this business in 1931:—

Commodity	Canada	United Kingdom	United States
Boots and shoes . . . . . Packages	276	1,070	1,105
£	980	23,426	15,928
Butter . . . . . Tons	192	47	26
£	22,869	5,881	3,849
Beef, quarters . . . . . Tons	376	....	26
£	26,385	....	1,909
Building material . . . . . Packages	16,969	34,222	29,828
£	1,913	122,541	43,640
Canned goods . . . . . Packages	22,208	9,231	11,206
£	15,124	9,770	10,890
Cement . . . . . Packages	79,789	85,596	44,836
£	8,172	8,250	5,053
Cheese . . . . . Tons	79	5	5
£	6,155	594	1,110
Corn . . . . . Bushels	19,406	20	3,418
£	3,397	5	713
Electrical goods . . . . . Packages	269	3,284	8,736
£	2,425	116,179	47,051
Fish, preserved . . . . . Packages	4,759	71	643
£	8,252	60	1,777
Flour . . . . . Packages	41,370	390	2,976
£	21,627	207	1,319
Meats, canned . . . . . Packages	3,955	3,987	11,920
£	7,544	8,543	18,550
Furniture . . . . . Packages	4,966	2,682	7,043
£	14,906	72,314	49,328
Fruits, canned . . . . . Packages	5,974	1,520	10,025
£	3,815	1,407	10,204
Groceries . . . . . Packages	7,153	....	30,341
£	9,789	....	53,308
Hardware . . . . . Packages	2,766	10,715	17,040
£	5,534	36,459	51,603
Hay . . . . . Packages	53,541	714	714
£	15,101	....	248
Lumber . . . . . Feet	723,763	....	1,948,505
£	7,489	....	18,476
Meats, smoked . . . . . Tons	30	43	375
£	3,083	4,525	37,101
Paper . . . . . Packages	2,936	1,103	4,602
£	2,534	1,937	5,567
Rubber goods . . . . . Packages	5	75	272
£	69	1,027	1,291
Meats, fresh . . . . . Packages	3,261	....	9,641
£	8,590	....	44,774

#### ORGANIZATION OF IMPORT TRADE

With its relatively limited resident and tourist population, Bermuda is a small but discriminating market. The bulk of the import trade in the colony is controlled by some twenty commission houses. Exceptions are lines such as wearing apparel and specialties of various kinds which are imported by the larger retail stores. These buy directly and also send out buyers periodically to other markets. Commissions paid to agents vary. On staple products, where the volume of sales is large, a relatively low percentage is paid. In the case of special lines, where the demand is limited or the marketing of a line is difficult, a very much higher commission is warranted. Firms interested in the Bermudian market should, where feasible, send representatives to visit the trade with the local agent. This greatly assists the latter in developing business. It is a regular practice with United States firms selling in the market.

#### VISIT OF TRADE COMMISSIONER TO BERMUDA

The Canadian Trade Commissioner in New York will be visiting Bermuda shortly in the interests of Canadian trade development, and Canadian firms desiring information or assistance in connection with this market should communicate with him at 25 Broadway, New York City.



EXPORTS FROM CANADA TO THE UNITED STATES OF PRINCIPAL COMMODITIES SUCH AS ARE PRODUCED ON CANADIAN FARMS, OR MANUFACTURED DIRECTLY FROM SUCH FARM PRODUCTS, DURING THE MONTH OF, AND FIVE MONTHS ENDED NOVEMBER, 1929, 1930, 1931, AND 1932, WITH UNITED STATES TARIFF RATES IN FORCE

(COMPILED BY THE EXTERNAL TRADE BRANCH, DOMINION BUREAU OF STATISTICS, AND THE FOREIGN TARIFFS DIVISION)

Commodities	Month of November					Five Months ending November					United States Tariff		
	1929	1931	1932	1929	1930	1931	1932	1929	1930	1931	1929	1931 and 1932	
Animals (exc. for improv't of stock)—													
Cattle.....No.	78,860	811	318	144,623	205,785	12,672	3,214	Less than 1,050 lbs., 1½c. per lb., heavier-3c. lb.	Free.....	12,672	1929	1931 and 1932	
.....\$	6,078,540	45,730	13,739	16,184,942	7,850,826	391,217	129,678	Up to \$150 \$30; higher 20% ad val.	10% ad val.	391,217	1929	1931 and 1932	
Horses.....No.	222	78	942	339,783	51,003	3,045	60,364	3c. per lb.	1c. per lb.	3,045	1929	1931 and 1932	
.....\$	100,821	15,862	14,043	339,783	51,003	3,045	60,364	\$2 per head.	Free.....	3,045	1929	1931 and 1932	
Poultry.....No.	211,098	119,399	8,640	428,502	453,337	14,224	10,353	25c. bush, 50 lb.	10c. bush, 50 lb.	14,224	1929	1931 and 1932	
.....\$	225,025	333,058	16,401	480,656	351,928	21,091	10,004	2c. per lb.	1c. per lb.	21,091	1929	1931 and 1932	
Sheep.....No.	40,104	1,127	24	142,496	2,697	106	7	1½c. per lb.	Free.....	106	1929	1931 and 1932	
.....\$	361,177	12,411	148	1,334,974	27,168	714	51	1½c. per lb.	Free.....	714	1929	1931 and 1932	
Fruits—													
Apples, green or ripe.....Brl.	4,808	36,757	81	22,266	90,067	10,630	2,725	25c. bush, 50 lb.	10c. bush, 50 lb.	10,630	1929	1931 and 1932	
.....\$	23,276	172,553	7,857	93,101	418,508	39,000	6,571	2c. per lb.	1c. per lb.	39,000	1929	1931 and 1932	
Apples, dried.....Lb.	.....	.....	.....	.....	.....	.....	.....	1½c. per lb.	1c. per lb.	.....	1929	1931 and 1932	
Berries, fresh.....Lb.	6,315	40,130	214,050	4,321,173	4,473,035	2,141,632	172,230	1½c. per lb.	1c. per lb.	2,141,632	1929	1931 and 1932	
.....\$	.....	2,255	9,865	360,764	.....	201,181	.....	20c. bush, 48 lb.	15c. bush, 48 lb.	201,181	1929	1931 and 1932	
Grains—													
Barley.....Bush	1,268	900	.....	128	85,324	7,647	21	1½c. per lb.	15c. bush, 48 lb.	7,647	1929	1931 and 1932	
.....\$	.....	.....	.....	.....	.....	.....	.....	1c. per lb.	25c. bush, 60 lb.	.....	1929	1931 and 1932	
Beans.....Bush	199	44,559	20	1,570	186,115	2,224	55	10c. per 100 lb.	Free.....	2,224	1929	1931 and 1932	
.....\$	1,099	158,140	623	7,483	510,090	2,658	76	15c. bush, 48 lb.	Free.....	2,658	1929	1931 and 1932	
Buckwheat.....Bush	6,307	41,512	6,129	19,237	47,467	19,702	9,026	25c. per 100 lb.	Free.....	19,702	1929	1931 and 1932	
.....\$	8,386	35,955	2,408	33,163	42,232	8,328	4,833	10c. per 100 lb.	Free.....	8,328	1929	1931 and 1932	
Oats.....Bush	61,786	1,016	7,381	281,503	2,687	9,041	4,833	15c. bush, 32 lb.	6c. bush, 32 lb.	9,041	1929	1931 and 1932	
.....\$	4,307	665	1,882	279,731	1,919	2,523	1,299	1c. per lb.	10c. bush, 60 lb.	1,299	1929	1931 and 1932	
Peas, whole.....Bush	6,392	4,244	2,882	9,150	6,024	24,805	11,224	1c. per lb.	10c. bush, 60 lb.	24,805	1929	1931 and 1932	
.....\$	39,766	15,571	5,050	57,185	22,811	36,723	14,453	1½c. per lb.	1c. per lb.	36,723	1929	1931 and 1932	
Peas, split.....Bush	.....	.....	.....	.....	.....	.....	.....	1c. per lb.	1c. per lb.	.....	1929	1931 and 1932	
Rye.....Bush	47,049	.....	.....	312,428	.....	.....	.....	15c. bush, 56 lb.	Free.....	.....	1929	1931 and 1932	
.....\$	77,216	.....	.....	567,496	.....	.....	.....	42c. bush, 60 lb.	Free.....	.....	1929	1931 and 1932	
Wheat.....Bush	8,623,718	2,804,106	29,958	18,547,475	4,151,822	7,479,594	29,978	7½% ad val. if from wheat; otherwise 15% ad val.	Free if wheat products, otherwise 15% ad val.	7,479,594	1929	1931 and 1932	
.....\$	19,976,706	3,269,464	927,810	43,038,995	4,740,849	1,921,192	14,999	\$1.04 per 100 lb.	Free.....	1,921,192	1929	1931 and 1932	
Grain Products—													
Bran, shorts and middlings.....Cwt.	182,932	110,808	206,262	288,609	913,026	1,999,438	118,259	2c. per lb.	Free.....	1,999,438	1929	1931 and 1932	
.....\$	339,234	155,248	26,978	532,219	1,185,316	576,002	57,154	3c. per lb.	Free.....	576,002	1929	1931 and 1932	
Wheat flour.....Brl.	195,922	265	14	372,787	282	82	1,654	10% ad val.	Free.....	82	1929	1931 and 1932	
.....\$	2,167,367	1,585	72	4,394,152	1,694	319	3,723	15% ad val.	Free.....	319	1929	1931 and 1932	
Meats—													
Lacon, hams, shoulders and sides Cwt	263	1,836	852	3,519	8,377	5,031	4,384	2c. per lb.	Free.....	5,031	1929	1931 and 1932	
.....\$	12,132	74,912	30,755	124,031	348,225	167,775	123,614	3c. per lb.	Free.....	167,775	1929	1931 and 1932	
Beef, fresh, chilled or frozen Cwt.	42,588	25,239	392	172,097	164,066	1,463	1,475	3c. per lb.	Free.....	1,463	1929	1931 and 1932	
.....\$	576,318	354,938	3,166	3,927,195	2,572,195	14,781	16,797	6c. per lb.	Free.....	14,781	1929	1931 and 1932	

Mutton and lamb, fresh, chilled or frozen.....	Cwt.	14,522	113	47,808	2,891	Free	Mutton 2½c. per lb.; lamb 4c. per lb.
Pork, fresh, chilled or frozen.....	Cwt.	361,267	2,542	1,240,205	67,728	Free	2½c. per lb.
Pork, dry-salted and pickled.....	Cwt.	33,400	1,425	4,243	14,271	Free	2c. per lb.
Poultry, dressed or undressed.....	Lb.	1,251	3,379	14,224	11,458	Free	3½c. per lb.
Other meats, incl. canned meats, but excluding extracts.....	Cwt.	35,964	86,225	226,689	324,484	Free	6c. lb. but not less than 20% ad val.
Milk and milk products—							
Butter.....	Cwt.	6,715	23	41,836	192	2½c. per lb.	14c. per lb.
Cheese.....	Cwt.	120	1,842	173	3,640	20% ad val.	*5c. per lb. but not less than 25% ad val.
Cream.....	†Gal	110,050	166,535	11,836	689,606	Free	than 35% ad val.
Milk, fresh.....	†Gal	187,881	341,859	10,128	3,144,667	Free	50% per gal. †
Milk, condensed and evaporated.....	Cwt.	45,927	54,106	393,230	23,387	Free	6½c. per gal. †
Milk powder.....	Cwt.	66,150	16,858	1,011,506	74,673	Free	1c-1½c. lb.
Seeds—							
Clover seed, alsike.....	Bush.	1,899	19,281	5,273	35,651	Free	3c. lb.
Clover seed, alfalfa and red.....	Bush.	23,204	157,292	80,083	287,575	Free	4c. per lb.
Clover seed, other.....	Bush.	45	600	502	600	Free	4c. per lb.
Flaxseed.....	Bush.	1,046	210	4,570	2,252	Free	1c-3c. per lb.
Grass seed.....	Bush.	47,546	86,910	617,253	89,000	20c. bush., 56 lb.	65c. bush., 56 lb.
Vegetables—							
Potatoes.....	Bush.	122,183	243,349	1,981,624	245,875	Free	2c. per lb.
Sugar beets.....	‡Ton	6,977	5,144	10,357	16,146	Free	50c. per 100 lb.
Turnips.....	‡Ton	14,555	7,602	22,153	26,838	Free	2c. per lb.
Miscellaneous Products—							
Eggs.....	Doz.	674,547	1,661,759	1,272,948	2,439,531	Free	50c. per 100 lb.
Hay.....	‡Ton	64,601	2,134,222	17,598	2,722,652	Free	75c. per 100 lb.
Maple sugar.....	‡Lb.	3,670	27,318	3,854	5,399	5% ad val.	80c. per ton, 2,240 lb.
Tallow.....	Cwt.	32,624	153,788	22,765	26,822	15% ad val.	80c. ton, 2,240 lb.
Wool.....	‡Lb.	444,873	358,632	371,991	1,063,955	Free	12c. per 100 lb.
Total value of above commodities..	\$	9,468,261	1,699,222	302,781	86,142,285	29,331,244	5,223,804

\*United States gallon equals about five-sixths of the Canadian gallon.

†Swiss or Emmentaler, 7½c. per lb. but not less than 37½% ad val.

‡Some wools free in bond for certain manufacturing.



## TRADE OF EGYPT, 1931

YVES LAMONTAGNE, CANADIAN TRADE COMMISSIONER

### II. Foodstuffs—Continued\*

[£1 sterling equals 0.975 £ Egyptian; one kilogram equals 2.2046 pounds]

#### SEMOLINA, MACARONI, BISCUITS

*Semolina and Groats.*—Owing to the development of the manufacture of macaroni and other alimentary pastes in Egypt, there has been an increase in imports of semolina of wheat during the last two or three years. Total imports of groats and semolina of wheat in 1931 amounted to 8,603,788 kilos valued at £E74,010. France is credited with 4,174,134 kilos and the United States with 726,231 kilos. Imports from all other countries totalled 3,703,423 kilos.

Imports of groats, including flaked oats and semolina, other than those dealt with above, totalled 221,272 kilos valued at £E9,063. This item comprises some breakfast foods such as Quaker Oats. The United Kingdom is credited with 62,068 kilos and the United States with 116,178 kilos.

*Macaroni.*—The macaroni and alimentary pastes industry is protected by high import duties, and imports of these products are being reduced.

Imports of alimentary pastes in 1931 totalled 1,418,700 kilograms valued at £E31,610, Italy being the chief source of supply with 1,312,735 kilos. France supplied 77,631 kilos and Belgium 27,173 kilos.

*Bakers' Products.*—Imports of biscuits and other fancy bakers' products in 1931 totalled 317,251 kilograms valued at £E28,277. The chief countries of origin were the United Kingdom (192,475 kilos) and Belgium (89,492 kilos). Other sources included France, Italy, and Holland.

#### MALT AND STARCH

*Malt.*—Beer is brewed in several establishments in Egypt, and this industry is encouraged by the tariff. Czechoslovakia was the chief source of supply for foreign malt in 1931, and is credited with 525,932 kilograms valued at £E9,112 out of total imports of 667,370 kilograms valued at £E11,446. Hungary supplied 107,133 kilos.

*Starch.*—Imports of starch in 1931 amounted to 2,263,128 kilograms valued at £E27,382, of which about 75 per cent was shipped from Czechoslovakia. Belgium is credited with 548 metric tons, Holland with 222 tons, Russia with 105, and the United States with 105 tons.

#### GLUCOSE, SUGAR, CONFECTIONERY

*Glucose.*—While Egypt has a considerable maize crop, there is no local production of glucose. Imports of this commodity in 1931 totalled 803 metric tons valued at £E10,812 (Russia 191 tons; the United States, 12,909 kilograms only).

*Sugar.*—The sugar cane has been cultivated in Egypt for many years, but owing to a low duty on imported sugar, chiefly beet sugar from Czechoslovakia, the local cane sugar industry was not progressing. However, in January, 1931, a higher rate of duty was imposed on imported refined sugar, and it has been raised since so as to make such imports practically impossible, and the policy now being followed is to have Egypt grow enough sugar cane to allow the refineries to supply all the local requirements and, if possible, to make foreign sales of refined sugar.

\* The first section of this report, which dealt with the foreign trade of Egypt in general terms, was published in No. 1506; the second, on the market for wheat and flour, in No. 1507.

*Confectionery.*—The Egyptians are fond of sweets and these are to some extent manufactured locally. In 1931 total imports reached 213,424 kilograms valued at £E20,197, of which the United Kingdom supplied nearly half (101,932 kilos). Holland is credited with 30,576 kilos, France with 21,762 kilos, Belgium with 15,592, Austria with 13,233, and the United States with 6,014 kilos.

*Chocolates.*—Total imports of chocolates in bars or other form last year amounted to 462,269 kilograms valued at £E52,678. Belgium was the chief source of supply (160,859 kilos), followed by Switzerland (91,810), the United Kingdom (85,002), Italy (45,000), Holland (44,837), and France (25,928 kilos).

Before the fall in the £ sterling, Canada could compete in the Egyptian market for chocolates, especially bars, but the depreciation in sterling has since made Canadian sales practically impossible.

#### MILK, BUTTER, CHEESE

*Preserved Milk.*—Egypt imports preserved milk either in powder or condensed (syrupy) form, the quantities of sweetened and unsweetened milk being about equal. Canada has a large share of this trade.

Total imports of preserved milk, in lumps or powder, in 1931 amounted to 89,257 kilograms valued at £E10,135, of which 56,844 kilos were unsweetened (United Kingdom, 15,617 kilos; Holland, 14,057; Canada, 13,605; other countries, 13,565 kilos). New Zealand is the principal source of supply for sweetened milk in powder.

Egypt's imports of preserved condensed milk last year comprised 430,808 kilograms unsweetened valued at £E16,434 and 399,905 kilos sweetened valued at £E17,372. Of the unsweetened, Holland supplied 178,544 kilos, Canada 146,340, Switzerland 69,054, and the United Kingdom 24,278 kilos. Switzerland supplied most of the sweetened condensed milk (228,381 kilos), while Holland was credited with 147,291 kilos and Canada with 12,144 kilos.

*Butter.*—There are two kinds of butter imported into Egypt, the largest quantity consisting of melted butter known as *maslee*, which is used by the natives, of which 624,845 kilos valued at £E65,790 were imported in 1931, while imports of fresh or salted butter totalled 300,989 kilos valued at £E34,835.

Imports of fresh butter are chiefly credited to Australia, which supplied 256,570 kilos last year. The United Kingdom supplied 4,962 kilos and other countries 39,457 kilos. It is doubtful if Canadian butter could profitably be marketed in Egypt in competition with Australian, for Australia possesses, among other advantages, direct and frequent steamship services through the Suez Canal.

*Cheese.*—While there are a considerable number of cheese-making establishments in Egypt, it would appear, from the large imports of this commodity, that the local supply is insufficient for the requirements of the country.

The foreign type for which the greatest demand exists is known as *kashkawal*. This is a fairly hard, round, flat loaf such as is commonly produced and consumed in the Balkans. Total imports of this quality of cheese in 1931 amounted to 2,095 metric tons valued at £E203,904, supplied chiefly by Greece, Bulgaria, Turkey, and Cyprus. Another variety of cheese is imported in its own brine or water and is creamy white in colour; 366 tons of this quality were imported last year valued at £E18,433, from Turkey, Cyprus, Greece, and other neighbouring countries.

The third group shown in the trade statistics includes the Canadian, Swiss, Dutch, French, and Italian types, the total imports of which in 1931 amounted to 866 metric tons valued at £E82,269. This total is made up as follows: Italy, 270 tons; Switzerland, 149; France, 119; Holland, 104; United Kingdom, 63; other



countries (including Canada), 128 tons. The large Ontario or Quebec loaves are appreciated in Egypt, and Canadian processed cheese in small individual portions wrapped in tinfoil also finds a sale in this country.

#### MEATS, FRESH OR PRESERVED

The consumption of meat in Egypt is considerably lower than that of most countries in Europe and North America.

While the total population of Egypt is over 15,000,000, of which Europeans number about 250,000, the inhabitants are chiefly employed in agriculture, and the workers on the land are usually satisfied with a very frugal meal, consisting mostly of corn or millet bread, with beans, onions, or other vegetables.

The chief consumption of meat therefore is in the towns, especially Cairo, Alexandria, and Port Said, where there is a large proportion of Europeans.

The other chief characteristics of the Egyptian market are (a) the fact that the Egyptians are a Mohammedan people and, like the Jews, are prohibited from eating pork, and (b) the use of large quantities of beef-dripping and other animal and vegetable oils and fats for cooking purposes.

*Live Stock.*—There were, in 1930, in Egypt 1,571,500 head of cattle (including 795,500 buffaloes), 17,600 pigs, 1,129,000 sheep, and 644,000 goats. Imports were valued at £E81,506 in 1931, of which sheep and lambs accounted for £E53,695, and cows and bullocks for £E21,683.

Egypt is not an exporter of live stock, and its requirements are obtained from the neighbouring countries.

Egypt also imports a considerable number of animals from the Anglo-Egyptian Sudan. As in the case of other countries, shipments from the Sudan to Egypt in 1931 were less than half those of the previous year; the total value was £E20,703.

*Meats, Fresh or Cured.*—Imports of meat, fresh or frozen, salted, dried, smoked or cooked, but not canned, totalled £E43,796 in 1931.

Australia has a monopoly of the import trade in refrigerated beef (476,690 kilos in 1931), mutton and lamb (23,924 kilos), besides supplying a fair share of the pork (2,236 kilos).

The demand for ham is supplied by the United Kingdom chiefly (47,522 kilos), British exports being equal to the combined exports from Italy and Czechoslovakia. Canada is handicapped in shipping either ham or bacon to Egypt at the present time in view of the unsettled exchange situation and the lack of direct steamship facilities.

Exports of fresh, frozen, or cured meats from Egypt are practically nil.

*Meats, Prepared or Canned.*—Total value £E60,195. There is a greater demand in Egypt for sausages and the like than for either canned beef or pork. Prepared meats, sausages, etc., were imported to the extent of 265,586 kilos (£E28,682), Italy and the United Kingdom being the chief sources of supply; and beef and veal canned to the extent of 206,158 kilos (£E10,061), Argentina, Uruguay, and the United Kingdom being the chief sources of supply. There are no exports of canned or prepared meats from Egypt, no meats being canned in this country.

#### EDIBLE FATS AND OILS

Animal fats and oils are imported into Egypt both for food and industrial purposes, and the trade statistics distinguish between their use in a number of cases. The chief industrial consumption is for the manufacture of soap, mostly common. Tallow, ox, sheep, and goat (edible), was imported to the extent of 169,116 kilos (£E5,753), the United Kingdom being the chief source of supply; coconut oil, 1,780,589 kilos (£E39,365), principally from France; olive oil, chiefly

from Greece, Syria, and Italy; oils, vegetable, for soap manufacture, chiefly from Ceylon and Greece; and oils and fats, animal or vegetable, hydrogenated (1,161,579 kilos valued at £E32,003), principally from Norway and Holland.

Out of a total of £E398,720 representing the value of all vegetable and animal oils and fats imported into Egypt during 1931 it is estimated that the value of the edible goods totalled approximately £E175,000, made up chiefly of olive and coconut oil, hydrogenated oils and fats, artificial fats, medicinal oils and edible tallow (beef dripping). The use of vegetable and animal oils for cooking or the preparation of meals in Egypt may be considered as having the effect of replacing meat to a certain extent in the diet of the people.

#### FISH, FRESH OR PRESERVED

*Fresh Fish.*—The total catch of fish in the river, lake, and sea fisheries of Egypt was estimated at 32,000 metric tons in 1929, compared with 42,000 and 47,000 tons in 1928 and 1927 respectively. The reduction in the 1929 catch was due to the destruction of many breeding grounds following the low level of the Nile during 1927-28. The chief fishing grounds are the three large brackish lakes lying near the Mediterranean Sea, which supply nearly three-quarters of the total catch. There is a preference among the native population for fish which has been salted whole and allowed to take on a high flavour before it is consumed.

Imported fresh fish is somewhat of a luxury in Egypt owing to the fairly heavy duty on this commodity. The hotels catering to the tourist trade are the chief consumers of fresh fish from foreign sources, and they require whole fish, the demand being chiefly from October to April. The preference is for a firm fish such as halibut and salmon, and a market might be developed for Canadian quick-frozen boneless fish put up in cellophane packages of  $\frac{1}{2}$ - and 1-pound weight.

Imports of fresh or frozen fish in 1931 totalled 2,661 kilograms valued at £E315, and included fish from both Canadian and United Kingdom fisheries.

*Dried, Salted, or Smoked Fish.*—Imports of salted, dried, or smoked fish of all kinds during 1931 amounted to 3,032 metric tons valued at £E78,932.

Dried cod imports totalled 1,363 metric tons, mostly from France (833 tons) and the United Kingdom (463 tons). Imports from France included fish caught in Newfoundland waters, while a certain quantity of cod caught off Iceland was also imported. Cheapness is the prime requisite, and it might be possible to find a market in Egypt for Canadian dried hake or ling if Canadian cod proves too expensive for this country.

There were 1,357 metric tons of herrings, salted, dried, or smoked, imported in 1931, this trade being almost entirely in the hands of the United Kingdom. Small quantities were supplied by Norway.

Imports of dried and salted fish, other than cod or herring, totalled 313 metric tons in 1931 and originated from Eritrea chiefly, Turkey, Arabia, and neighbouring territories supplying the balance.

*Canned Fish.*—Total imports of canned or preserved fish of all kinds in 1931 amounted to 1,327 metric tons valued at £E68,845.

Canned salmon to the extent of 111,232 kilos valued at £E4,906 was imported in 1931, of which Canada supplied 57,256 kilos, the United Kingdom 25,619 kilos, the United States 14,479 kilos, and other countries 13,878 kilos. The quantity demand is for the cheaper grades such as chums and pinks, but the European communities also buy reds and sockeye.

Canned tuna fish imports in 1931 amounted to 57,417 kilos valued at £E7,083. This fish offers considerable competition to canned salmon. Tuna fish is served in the hotels with hors d'œuvres, whereas with a little judicious



propaganda the better grades of Canadian salmon might replace this type. Lately the duty on canned fish has been altered and tuna fish is now subject to a higher rate than salmon, and this is a situation of which advantage should be taken.

Canned sardines are imported in large quantities, 250,900 kilograms valued at £E15,181 being purchased in 1931, chiefly from Portugal and Spain. Attempts have been made to place New Brunswick sardines on this market, but the trade demands the same type of tin used in European countries, with key.

Imports of canned or preserved fish other than salmon, tuna, or sardines totalled 882,586 kilograms valued at £E40,005 in 1931, about half these imports consisting of California sardines and pilchards, which, being fairly cheap, find a ready demand. Spain and Portugal also cater to the trade in this class of small fish, which are not the true sardine.

*Canned Shell Fish.*—There is a restricted demand for canned shell fish. Some Canadian canned lobster is sold in Egypt, being marketed here by firms in the United Kingdom. There is a limited sale of canned clams and crabs, for which Japan is the chief source of supply.

*Caviar and Roe.*—Throughout the Near East, as in Egypt and other countries bordering on the Mediterranean, the native peoples consume fairly large quantities of fish eggs, generally smoked and prepared in the form of *botargo*. The cheaper varieties of this product are red or pink in colour, while the most expensive qualities are dark brown or black, somewhat similar to sturgeons' roe, known as caviar.

Some 28,586 kilograms of red "caviar" valued at £E4,114 were imported in 1931, mostly supplied by Turkey, Russia, and Greece. Australia and Japan also cater to this trade, and it might be possible to find a market for British Columbia salmon eggs, light salted, in this country. Imports of black caviar last year totalled 10,114 kilos valued at £E5,563.

#### FRUITS AND NUTS, FRESH

Total imports of fresh fruits and nuts into Egypt in 1931 amounted to £E637,205.

The only article in this category which is of interest to Canada is apples. In 1931, 4,247 metric tons of fresh apples were imported valued at £E90,129. The largest imports were from Turkey (2,144 tons valued at £E24,933). Australia supplied 127 tons valued at £E2,937, Italy 398 tons valued at £E9,203, and Greece 12,043 kilograms valued at £E197.

European countries do not pack their fruit as attractively nor do they grade them as well as the United States and Canada, and for this reason North American apples obtain higher prices.

A few years ago Canadian apples were practically unknown in the Egyptian market, and in the boxed varieties the Americans held the trade. Since, however, Canadian apples have been sold in increasing quantities and compete very strongly with the American. They have a splendid reputation both for their flavour and keeping qualities. The Newtown has the preference as it keeps better than the other varieties sold here, which include chiefly Winter Bananas and Winesaps.

The United States is credited with 1,427,208 kilograms of apples valued at £E48,666 in 1931, and Canada with 108,700 kilograms only valued at £E3,778. Actually, however, imports of American apples are considerably smaller, while Canadian sales are correspondingly higher.

The United States does a small business in Egypt in fresh pears. Canadian production, however, is not on a large enough scale to allow of exports to this market.

## PREPARED FRUITS AND VEGETABLES

Imports of fruits, whole or divided, and pulps, preserved in non-alcoholic liquids, totalled 515,143 kilograms valued at £E15,449 in 1931. The United States supplied 127,345 kilos valued at £E4,458, the Straits Settlements 129,090 kilos valued at £E2,556, Italy 81,636 kilos, Ceylon 57,573 kilos, and the United Kingdom 31,749 kilos.

Jams, jellies, and similar preparations are imported chiefly from the United Kingdom, which contributed 192,527 kilograms out of total imports of 268,298 kilograms in 1931. Switzerland and France are credited with 24,781 and 11,026 kilos respectively.

Preserved tomatoes are imported almost exclusively from Italy, which last year supplied 443,047 kilograms valued at £E12,579 out of a total of 445,601 kilos. Some tomato sauce and juice is imported from Canada.

Imports of other preserved vegetables, pot-herbs and plants in 1931 totalled 477,158 kilograms valued at £E15,467. Italy was the chief source of supply with 251,399 kilos. The United Kingdom is credited with 72,457 kilos, the United States with 64,615 kilos, and France with 38,385 kilograms.

## III. Beverages

The total value of alcoholic beverages imported into Egypt in 1931 amounted to £E512,347, the most important categories being wine (£E149,374), beer (£E122,693), whisky (£E113,268), and brandy (£E101,686).

Egypt being a Mohammedan country, imports of alcoholic beverages are limited to the European and other non-Moslem inhabitants. The 1927 census gave the following population according to nationality: Egyptians, 13,952,264; Greeks, 76,264; Italians, 52,462; British, 34,169; French, 24,322; Turks, 9,234; Syrians and Palestinians, 6,716; others, 22,373.

*Whisky.*—The preference in this country is mostly for the qualities of whisky produced in the British Isles. A certain quantity of Canadian rye whisky, however, is consumed, and in some quarters it is highly appreciated on account of its particular flavour. The consumption of Canadian rye could doubtless be increased.

The following table shows the various kinds of beverages imported into Egypt, with their origin and value, during 1931:—

	Value £E	Chief Sources
Mineral and aerated waters. . . . .	24,484	France.
Lemonades . . . . .	1,641	
<b>Total . . . . .</b>	<b>26,125</b>	
Beer, in barrels . . . . .	44,025	United Kingdom, Czechoslovakia, Austria.
Beer, in bottles . . . . .	78,668	Germany, Holland, United Kingdom.
Wines, in bulk . . . . .	119,913	Cyprus, Greece.
Wines, bottled . . . . .	29,461	France, Italy.
Brandy, in bulk . . . . .	6,668	
Brandy, bottled . . . . .	95,018	France, Greece.
Whisky, in bulk . . . . .	968	
Whisky, bottled . . . . .	112,300	United Kingdom.
Spirits, other, in bulk . . . . .	1,761	
Spirits, other, bottled . . . . .	16,184	
Liqueurs . . . . .	3,998	France.
Other alcoholic beverages . . . . .	4,383	
<b>Total . . . . .</b>	<b>512,347</b>	

Ethyl alcohol was imported to the value of £E3,204 and vinegar (chiefly from Cyprus) to the value of £E6,184.



#### IV. Tobacco

Tobacco is not grown in Egypt, this being prohibited by law. There is, however, a considerable cigarette industry, supplying both the local and foreign demand.

Total imports of tobacco in leaves during 1931 amounted to 6,209 metric tons valued at £E840,251, mostly from Turkey, Greece, Japan, Bulgaria, and China, in the order named. The United States is credited with 249,041 kilograms valued at £E27,521, and this is stated to be chiefly of the Kentucky type.

Imports of cigarettes last year totalled 58,844 kilograms valued at £E49,014, mostly from the United Kingdom; cigars, 21,821 kilos valued at £E19,446, chiefly from Italy; other manufactured tobaccos imports totalled 10,443 kilos valued at £E6,332.

#### MARKET FOR REFRIGERATORS IN THE NETHERLANDS

J. C. MACGILLIVRAY, CANADIAN TRADE COMMISSIONER

Rotterdam, December 5, 1932.—Household refrigerators are used in the Netherlands to only a very limited extent. Summer weather is cool and damp and hot days are the exception rather than the rule. Their necessity is also reduced to a minimum by the ease with which perishable foodstuffs can be secured from retail stores at short notice in small quantities. Dutch dwellings are also such that they do not lend themselves to the use of refrigerators. Kitchens as a rule are too small to comfortably accommodate one, and it is seldom that there is a hall or pantry suitable for storage purposes.

The sale of ordinary non-mechanical refrigerators has been monopolized by one or two German manufacturers whose brands have been well introduced. Despite this, however, sales are reported to be declining. No figures are available covering imports; but it is doubtful if these are in excess of a few hundred a year. In 1931, when climatic conditions were normal, the largest departmental store in Rotterdam reported their total sales as not exceeding twelve refrigerators. Canadian refrigerators are on the whole competitive in price and quality with those of German origin, but owing to the negligible turnover caused by the lack of demand, importers show little interest in them.

While the sale of non-mechanical refrigerators is going down, the popularity of mechanical makes is increasing. Within the past two or three years a number of modern apartment houses have been erected in different cities in the Netherlands. Some of these have been equipped with refrigeration, and in addition extensive advertising has resulted in a few of the wealthier people becoming purchasers.

There are a number of mechanical refrigerators on the market, chief among them being two from the United States and one from Sweden. All of these have been backed by considerable publicity in the form of demonstrations, showroom display, and newspaper and circular advertising. The sales organizations marketing these are in most cases controlled by or are subsidiary to the factory, which means that merchandise is shipped in on consignment and the central organization is able to finance the initial sales efforts.

Prices of electrically operated refrigerators differ with the size of the unit. The cheapest unit offered by one well-known American manufacturer retails for \$228 (gold); while a Swedish-made machine can be purchased for as little as \$172. In most cases it is possible to purchase on the instalment plan, but the high cost price coupled with a lack of "refrigerator consciousness" has up to the present been a restricting factor in market expansion.

The import duty on all types of refrigerators when entering Holland is 10 per cent; a measure to increase the rate to 13 per cent is now pending. Selling costs, particularly as regards the mechanical type, are high; approximately from 50 to 60 per cent must be allowed on this account.

## COMPLIANCE WITH CONTRACT CONDITIONS ESSENTIAL

Mr. J. C. Macgillivray, Canadian Trade Commissioner in Rotterdam, writing under date November 30, reports that complaints have been received from Dutch buyers of Canadian merchandise that there is a tendency on the part of some exporters in Canada to be slow in making shipment. If contracts call for shipment in September or shipment in October, without any qualifying clause, it is essential that the merchandise be dispatched within the specified month and not during the first week of the succeeding period. Importers as a rule sell ahead for delivery on or before a certain date, and failure to produce the merchandise due to delays in Canada gives the customer a valid excuse to refuse to meet his commitments if he is called upon to take delivery and to make payment after the expiration of the time limit he has named.

During the present difficult business conditions every precaution should be exercised to avoid any technical error, however trifling it may seem, which gives foreign buyers an excuse to refuse to accept the documents covering the goods, when these are presented. When prices are falling there is a tendency on the part of some importers to save themselves from possible loss by taking advantage of some loophole which the exporter has inadvertently opened for them.

In addition, when selling Canadian goods in Europe, every effort should be made, even when delivery time is not specified, to get the shipment away with a minimum of delay. Even under the most favourable circumstances, Canada is, owing to distance, handicapped when meeting competition from the British Isles or other European countries, and prompt dispatch is of vital importance.

## ECONOMIC CONDITIONS IN ITALY

R. W. MCBURNEY, ASSISTANT TRADE COMMISSIONER

Milan, November 28, 1932.—Italian business has evinced a more optimistic tone in recent weeks, and that despite the advent of the third winter of the depression, and with no indication of change for the better in world economic conditions. Among the factors that have contributed to increased confidence are the record wheat crop, increases in car loading, in production in the metallurgical trades, and in electric power consumption, and the most favourable foreign trade balance since June of this year.

### AGRICULTURE

It is reported that an increased use was made of selected seed during the fall wheat sowing. These types have been developed by experimentation in all parts of Italy with the intention of increasing yields. It is also stated that greater attention is being paid to the use of chemical fertilizers. While figures are not yet available, it is expected that the acreage under wheat will be slightly larger than last season.

The cattle and meat trades are anticipating better prices owing to the tariff barriers that have been raised against imported meat products and cattle.

### FOREIGN TRADE

Provisional figures for October indicate that imports, amounting in all to 550.7 million lire, showed a decrease of 235.5 million lire in respect of October, 1931. Exports decreased by 247 million lire, the figure for October of this year



being 589 million lire. Exports exceeded imports by 38·3 million lire in October, 1932, and by 50·2 million lire in October, 1931.

#### CANADIAN-ITALIAN TRADE

Detailed statistics covering Canadian-Italian trade, complete only to the end of August, indicate heavy decreases both in imports into Italy from Canada and in exports to Canada from Italy. Imports from Canada for the eight-month period decreased by 124,768,155 lire, the total for this year as at August 31 being 59,630,875 lire. This decrease is accounted for almost in its entirety by reduced wheat imports, which declined by 115,998,986 lire to the end-of-August total of 44,825,128 lire. For the same period Italian imports of wheat from all sources were valued at 112,466,985 lire as against 196,255,450 lire for the corresponding period of 1931.

Other Canadian commodities for which decreased imports were recorded in the eight-month period were: dried codfish, 15,619 quintals as against 20,414 quintals in 1931; canned salmon, 3,622 quintals (12,784); raw asbestos, 4,958 quintals (10,159). Imports of raw furs declined from 10 quintals to 4 quintals.

Increases were noted in imports from Canada of cellulose, which totalled 42,215 quintals (18,033); rubber shoes, 10,037 pairs (3,150 pairs); and wheat flour, 10,949 tons (3,685). Hides were imported during the period to the extent of 663 quintals, and patent leather to the extent of 73 quintals, as against none in the corresponding period of 1931.

Exports from Italy to Canada during the January-August period declined from 38,967,935 lire in 1931 to 28,252,057 lire this year. Exports which showed heavy decreases were: linen, cotton, woollen and jute textiles, cheese, candied fruits, building stone, majolica and porcelain ware, essential oils, and rice. Increased exports were noted for natural and artificial silk, piece goods and textiles, gloves, hats, and fresh fruits.

#### INDUSTRY

Cotton manufacturers are experiencing continued slackness, with stocks of raw cotton adequate for at least three months, and in some cases for six months, on hand. In the wool trades, increased activity is reflected in larger imports of raw wool. Imports for the first seven months of 1932 totalled 55,978 metric tons as against 31,890 metric tons (61,687 short tons as against 35,142 short tons) in the same period last year. Combing and spinning mills are reported busy.

Metallurgical industries showed increased production of pig iron, lead, zinc, and aluminum in October as compared with earlier months of the year.

Improved conditions are also reported for producers of cement, gasoline, fertilizers, paper and cardboard.

#### UNEMPLOYMENT

Official figures gave the total number of unemployed for October this year as 956,347, as against 797,744 for October, 1931. For the year to date, February was the peak month with 1,147,945, and June the lowest with 905,097. These figures include only those who have registered themselves as being unemployed, and do not include the partially unemployed. The recent increase is to some extent attributable to seasonal unemployment. Government and municipal public works, planned for the winter months, should materially assist in reducing the number of unemployed. These works include the building of schools, roads, workmen's houses, and further land drainage projects.

During the year to date the average number of workmen employed on public works has been 122,299—the majority on road-building, hydraulic works, land reclamation, and aqueducts.

#### FINANCE

On October 31 the position of the Bank of Italy was as follows: note circulation, 13,794·8 million lire as against 14,441·3 million lire at October 31, 1931; ratio of reserve to note circulation, 52·3 per cent (56·2 per cent); bills discounted, value, 4,953·3 million lire (3,710·4); advances, 1,509·7 million lire (1,540·7); sight debts, 421·2 million lire (334·7); interest-bearing deposits, 674·5 million lire (1,115·1). Compared with the previous month there has been a heavy increase in advances and in bills discounted, whereas sight debts and interest-bearing deposits have both decreased. Reduction in interest rates paid by banks has made investment in Government securities attractive, with consequent diminution of interest-bearing deposits.

#### STOCK EXCHANGE

In September, 1932, average stock quotations rose by 20 per cent, followed by a 2·1 per cent drop in October. Price levels were maintained during October for shares representing banks, railways, and the wool textile, automobile, and sugar refining industries, real estate and insurance. Marine transport and cotton and silk textile shares dropped most heavily.

A plan for assisting companies in urgent need of funds as a result of the depression received ministerial sanction on November 16. It provides for the issuance of preference shares entitling the holder to priority in dividend payments and to prior claim in case of liquidation. In turn, the companies affected benefit by the fact that preference shareholders forfeit their right to sell out at any time at prevailing market prices. Companies issuing these shares are thus assured of the use of funds so realized for a definite period. Permission to issue "privilege shares" may be extended to 1936.

#### TRANSPORTATION

October marked the highest point of the new fiscal year in freight car loadings, following a progressive monthly increase since June. Totals for October were 455,287 cars loaded with 3,858,254 metric tons (4,251,795 short tons), a decrease of 12·1 per cent in number and of 15·6 per cent in tonnage in comparison with October, 1931. Reduced car loadings at ports accounted for most of the decrease.

#### SHIPPING

Arrivals at all ports in October totalled 17,325 ships carrying 1,918,184 tons (2,113,838 short tons) of cargo, an increase in number of ships of 264 but a decrease in cargoes of 131,348 metric tons (144,745 short tons) as compared with October, 1931. Departures totalled 17,256 ships with 700,538 metric tons (771,992 short tons), an increase in number of 257 and an increase of cargo amounting to 30,816 metric tons (33,959 short tons) in comparison with October, 1931.

On November 1 ships laid up in all ports numbered 414, accounting for 719,895 gross tons. Of these, 221 ships totalling 571,827 gross tons were laid up for economic reasons; 87, totalling 126,678 tons, for repairs; and the remainder for unspecified causes.



## MARKET FOR POTATOES IN CUBA

E. L. McCOLL, CANADIAN TRADE COMMISSIONER

[Quotations are in American funds]

### TABLE STOCK

Havana, December 9, 1932.—Two crops of potatoes are raised annually in Cuba. The first sowing is of Red Bliss and takes place between October 10 and December 15. Harvesting is about January 15. The second sowing, which is of white potatoes (Irish Cobbler and Green Mountain), is made between January 1 and March 15. The gathering of this crop comes about April 1 and lasts until about May 1. The Cuban-grown potatoes begin to arrive on the market from about January 15 and, on account of the second crop, which is of better quality than the first, last well into September. There is a market for Canadian table stock during the four months of September, October, November, and December.

It is believed that the import figures this year will show that some 40,000 sacks have been imported for each of the four months mentioned, about 50 per cent coming from the State of Maine and Long Island and 50 per cent from the Maritime Provinces. Double this quantity was imported last year. The decrease is attributed to the diminished buying capacity of the people.

The Canadian bag of table stock contains 90 pounds; the American contains 100; and there is a corresponding difference in price. Importers are quoting retailers \$3.05 to \$3.10 per sack for Canadian stock; for potatoes from the State of Maine, \$3.25; and from Long Island, from \$3.35 to \$3.40. The retail price is 4 cents per pound.

C.i.f. Havana quotations have been ranging from 85 cents to \$1 for Canadian and from \$1 to \$1.15 for potatoes from the United States when the freight was 10 cents a bag, and \$1.18 to \$1.25 when the freight was 19 cents. One or two early shipments from the United States secured the low rate of 10 cents. Customs clearance charges amount to about \$2.10 in the case of Canadian potatoes. The duty paid on table stock amounts to \$5 per 100 kilograms for Canadian potatoes and \$4 per 100 kilograms for American.

### SEED POTATOES

Some 70,000 barrels of Red Bliss were imported for the first seeding. As the market could not absorb this quantity, the price dropped from \$3, the quotation for early shipments, to \$2. Not more than 55,000 barrels will be planted, the remaining 15,000, which is red seed, being held over for the second planting, which calls for white seed.

Present c.i.f. Havana quotations for Green Mountain and Irish Cobbler from Saint John and Prince Edward Island are \$2 to \$2.10 for sacks of 150 pounds. Weather conditions for the present crop, which will be gathered in January, have been excellent and the yield is expected to be high.

## RUSSIAN CANNED SALMON COMPETITION IN TENERIFFE

Mr. A. B. Muddiman, Canadian Trade Commissioner in Milan, writes under date December 2, 1932, that Russian canned salmon is competing strongly in Teneriffe, Canary Islands. A representative brand ("Socra") of pink, selected steaks, 15½ ounces net, packed in Kamchatka and marked "Siberia" on the bottom of the tins, is sold to retailers in cases of 48 tins each at 45·50 pesetas (approximately \$4.30 Canadian) per case ex warehouse Santa Cruz, Teneriffe.

## JAPANESE FISHING AMALGAMATION AND PRODUCTION OF CANNED SALMON

JAMES A. LANGLEY, COMMERCIAL SECRETARY

Tokyo, November 15, 1932.—Production figures in relation to the Japanese fishing companies operating in Kamchatka area have just been released, which makes public the following data as representing the pack of salmon during the season just brought to a close:—

### *Red Salmon*

(Packed by the Nichiro Gyogyo K.K.)

	Cases
Quarters, 16 doz. per case . . . . .	41,054
Halves, 8 doz. per case . . . . .	277,010
Flats, 4 doz. per case . . . . .	91,982
Talls, 4 doz. per case . . . . .	.....
Total . . . . .	410,046

### *Pink Salmon*

(Packed by the Nichiro Gyogyo K.K.)

	Cases
Halves, 8 doz. per case . . . . .	120,649
Flats, 4 doz. per case . . . . .	350,233
Talls, 4 doz. per case . . . . .	241,155
Total . . . . .	712,037

In the above statement the pack under "Nichiro Gyogyo K.K." (Japan-Russia Fishing Company) includes that put up by the old Nichiro Gyogyo K.K., as well as that of the Hokuyo Godo K.K. (Northern Ocean Associated Fishing Companies), the latter being an amalgamation of the concerns that previously operated in Russian waters as independent firms but amalgamated with the old Nichiro into the present "Nichiro Gyogyo K.K." Details of this amalgamation, together with the incidents leading up to it, are dealt with in detail in another part of this report.

In addition to the above production, there was a pack put up by the Taiheiyo Gyogyo K.K. (Pacific Fishing Company), but unfortunately the exact figures of the floating canneries are not yet available.

As regards the Japanese pink salmon pack, the position appears to be as follows:—

Flats, 4 doz. per case . . . . .	71,504
Talls, 4 doz. per case . . . . .	42,253
Halves, 8 doz. per case . . . . .	17,238
Total . . . . .	130,995

The greater part of these have been packed in tins embossed "Japon," and would therefore be available for export to the French market. In addition to the above, approximately 20,000 cases of red salmon were packed at Aomori, in northern Japan; and a few small parcels of red salmon were put up by the pink salmon packers, but these may be set aside as insignificant.

The Japanese packers are entitled to ship 300,000 cases of salmon to France, but this year's pack was very short, and the shortage cannot be made up by Kamchatka "pinks" as these are not eligible for the French market, being classified by the authorities as Russian goods.



## MERGER OF JAPANESE FISHING CONCERNS

Reference was made in the preceding paragraphs to the amalgamation of the Nichiro Gyogyo K.K. with the Hokuyo Godo K.K. This merger, and also the new fishing agreement between Japan and Russia, has arisen from the keen competition between the two countries for fishing rights in the waters of the Northern Pacific bordering on the coast of Soviet Russia. The question of the ownership of Saghalien and Kamchatka was in dispute for many years owing to the rival claims of Japan and Russia. With the end of the Japan-Russian War and as a result of the Treaty of Portsmouth, the boundaries of these regions were delimited. In 1907, as a result of the fishing convention between Japan and Russia, the right to fish in the Japan Sea, in the Okhotsk Sea, and in the Behring Sea bordering on the coast of Russia, was granted to Japan. In 1908, Japan controlled 119 grounds and Russia 14; in 1929, Japan had 247 and Russia 87. In the years immediately following, due to internal troubles in Russia, Japanese interests strengthened their control over the fishing grounds, and in 1920 secured "free fishing" in these waters. The next four years proved to be golden ones for Japanese fishing concerns. In 1924, following the "Goto-Joffre" parley, a new provisional treaty was drawn up, and in 1928 a new fishery convention was signed, which remains in effect until 1936. The U.S.S.R. launched a ten-year fishing plan in 1927 by which it was hoped to ensure a constant and increasing production of sea products from her Far Eastern possessions. All along the Kamchatka, Saghalien, and maritime coasts a steady increase in her fishing fleet has taken place. The salient factor in advancing Soviet interests in the industry has been the systematized unit which the Russians have developed. On the other hand, the Japanese interests have been more or less divided in their actions and policies. With the Russian policy of co-operation a reduction in operating costs has taken place, and the under-selling of Japanese products has frustrated Japanese plans for expansion and probably control. There are some so-called private Russian concerns operating in this area, but they are in reality under the jurisdiction of the Soviet authorities, who play a very important part in the bidding for the fishing grounds.

Since the signing of the 1928 Convention, one trouble after another has arisen, generally on the grounds of infringement or alleged infringement of the terms of the treaty, although in 1930 there was an agitation over the exchange rate of the rouble with regard to Japanese payments for leased lots. This was finally adjusted on the basis of the rouble being equivalent to  $32\frac{1}{2}$  sen. At the time of the signing of the 1928 treaty the ratio between leases held by Japanese and Russians was 8 to 2; in 1931 the ratio was 5 to 4. Rents paid by the Japanese advanced from approximately 6,000 roubles in 1923 to 19,827 roubles per lot in 1930.

Chief among the Japanese concerns operating in northern waters is the Nichiro Gyogyo K.K., which is backed by one of the larger Japanese industrial interests. This concern operates land canneries, and formerly sold its products to the British market through an English company who did a certain amount of financing, and to other markets through the Japanese firm. In addition to this concern there were formerly about thirty-three smaller firms operating land canneries, whose interests were merged in the Hokuyo Godo K.K. Out of the conditions outlined above it was considered advisable in the interests of the Japanese industry that a merger should be brought about of the Nichiro Gyogyo Kaisha with the Hokuyo Godo K.K., which was made up of the smaller fishing concerns operating in Russian waters and canning on land. This was finally arranged during the early part of the fishing season, the equipment of these concerns was valued and considered as investments in the merger, while, on the other hand, the liabilities of each participant were assumed by the original and not

by the new company. In addition to taking over the management of the fishing, the amalgamation is also to look after the sale of the products. The necessary financing has been done through the Bank of Chosen, and the handling of the pack will doubtless be looked after by Mitsubishi & Company and Sale & Company. This amalgamation does not control the output of the forty floating canneries whose production will be in competition with that of the Nichiro combine.

The auction of fishing ground leases is expected to take place about February next, and it is reported that an agreement has been reached whereby the yen-rouble exchange rate for purposes of payment of rental required under leases secured at this auction will be 66 sen to the rouble. This of course applies to new leases, or old leases put up for auction under the new fishing agreement, details of which are given in the following paragraphs.

#### NEW FISHING AGREEMENT

In the preceding paragraphs reference has been made to the unsatisfactory working of the 1928 Fishery Convention between Japan and the U.S.S.R., and as a result of this condition a new fishing agreement has been arrived at whereby it is hoped to settle a number of the questions that arose in the course of the practical application of the Fishing Convention concluded between the two countries in 1928. The new agreement extends the right of exploitation of certain additional fishing grounds by the State enterprises of the U.S.S.R. Previously, the aggregate quota of the catch by State enterprises could not exceed 2,000,000 Russian poods, but under the new agreement the Soviet State quota has been increased to 5,000,000 poods and the right given whereby State enterprises may increase the number of fishing grounds exploited by them in order to bring their total production to the figure agreed upon. At present the Japanese hold 392 fishing grounds. Under the new agreement only 60 of these are to be submitted for auction when the leases on them expire. The balance of the leases will automatically be extended until 1934, when the 1928 basic fisheries treaty expires. The Japanese reserve the right to select the leases to be put up for auction. The new agreement thus establishes that all new or newly opened fisheries, sixty fishery grounds now leased to Japanese subjects, and the fisheries of Soviet private individuals and enterprises, excepting State enterprises, will be put up for auction every year. (One Russian pood equals 36 pounds.)

The agreement also states that under it all disputes that arose between Japan and the U.S.S.R. in connection with the leasing of fisheries by State and other enterprises of the U.S.S.R., the conditions and terms of which were established in the basic treaties, have been settled. From the Japanese point of view the leasing was regarded as without sufficient consideration for the general interests of the Japanese companies, and the new agreement is expected to give greater stability to the Japanese fishing interests by retaining for these interests until 1936 the grounds now controlled by them and which the Japanese wish to retain.

#### JAPANESE CANNED CRAB PACK

JAMES A. LANGLEY, COMMERCIAL SECRETARY

Tokyo, November 26, 1932.—Due largely to a slackening in the demand for canned crab meat from the United States and the consequent heavy stocks that are being carried forward from year to year, the Japanese canners intend to greatly curtail production during the next fishing season. With this in mind it is proposed to limit the 1933 pack to a total of 223,000 cases, representing the total output of all floating and shore canneries engaged in this industry. If a



satisfactory agreement can be arrived at between the various units in the trade, the curtailment will be the greatest within the past four years, and the stocks carried forward about 35,000 cases. Figures relating to the 1931-32 crab pack, and an estimate based on the above curtailment for 1933, follow:—

	1931	1932	Estimates 1933
Stocks brought forward . . . . .	209,160	229,297	176,497
Production . . . . .	442,483	295,000	223,503
Total of supply . . . . .	651,643	524,297	400,000
Domestic consumption . . . . .	55,490	60,000	65,000
Exports . . . . .	366,856	287,800	300,000
Total of demand . . . . .	422,346	347,800	365,000
Carried forward . . . . .	229,297	176,497	35,000

The above figures show that Japan exports about 65 per cent of what crab meat it sells and dominates the world market. Soviet Russia is its only competitor. Exports for the first ten months of the year, compared with the corresponding 1931 period, follow:—

	Jan.-Oct., 1932	Jan.-Oct., 1931
	Cases	Cases
United States . . . . .	118,632	185,557
Canada . . . . .	2,963	3,755
Hawaii . . . . .	2,281	2,511
United Kingdom . . . . .	97,062	106,228
Australia . . . . .	4,242	949
France . . . . .	36,778	21,477
Germany . . . . .	1,320	542
Denmark . . . . .	2,203	3,813
Sweden . . . . .	255	545
Holland . . . . .	671	708
Belgium . . . . .	10,294	5,103
Greece . . . . .	969	1,802
Central and South America . . . . .	517	463
South Seas . . . . .	90	82
China . . . . .	1,595	670
Others . . . . .	829	689
Total . . . . .	280,701	334,894

Exports to the United States have declined somewhat sharply, but those to Europe remain active. The Soviet floating canneries are yearly taking a larger share of the business away from the Japanese. Last year the Russians had nine canneries in Kamchatka waters. An agreement with the Russians to limit production was proposed by the Japanese interests this year, but it did not succeed. The principal handicap under which the Russians labour is that their capacity is still far below that of the competing country and that, with the consent of the Imperial Government, they have to employ Japanese to work their ships.

## INCREASING SALES OF CANADIAN FLOUR IN THE FAR EAST

W. J. RIDDIFORD, ASSISTANT TRADE COMMISSIONER

Hongkong, November 17, 1932.—Canadian flour imported into Hongkong for distribution in South China consists almost entirely of first and second clear grades, sometimes called cut-offs. This flour is purchased by the Chinese chiefly owing to its high gluten content, and is blended with the weaker Australian and American soft wheat flours. The high gluten or protein content of Canadian flour makes it practically indispensable in this market, as the Southern Chinese produce and consume large quantities of noodles which are made chiefly from a strong hard wheat flour. The fact that sales of Canadian flour are increasing may be attributed to the following reasons: (1) The Chinese are becoming

more skilful in the use of wheat flour and their taste for food products made from wheat flour is developing. (2) The low price of flour has been an important factor in its increased consumption by the Chinese. (3) Since Canadian wheat flour is used to a great extent for blending purposes, the exceptional increase in importations of Australian soft wheat or weak flour has resulted in an increase in importations of strong Canadian flour.

Importations of Canadian flour into Hongkong in calendar year 1931 as compared with 1930 showed an increase of 416,000 piculs (1 picul equals 133 $\frac{1}{2}$  pounds), and in the first nine months of 1932 a further increase took place in both volume and value. Imports of wheat flour into Hongkong in the January-to-September period of 1932 totalled 1,582,841 piculs (United States 576,327 piculs, Australia 724,674 piculs, and Canada 272,820 piculs) as compared with 1,303,878 piculs in the corresponding period of 1931 (United States 957,622 piculs, Australia 99,259 piculs, and Canada 214,408 piculs). Imports by values into Hongkong for the period under review totalled \$3,086,699 United States currency (United States \$1,095,306, Australia \$1,410,738, and Canada \$544,283) as compared with \$2,628,107 in the corresponding period of 1931 (United States \$1,960,278, Australia \$153,275, and Canada \$442,269).

Taking the first nine months of 1932 as compared with the first nine months of 1931, the value of wheat flour imported into Hongkong has increased by 11.6 per cent, the Canadian share increasing by 23.06 per cent, and the Australian by 891; that of the United States decreased by 44 per cent. Comparison by volume shows an increase in the total volume of importation into Hongkong of 21.4 per cent, Canada's share increasing by 27 per cent, and the Australian increasing by 630 per cent; the United States share decreased by 39 per cent. Another comparison based upon the volume and value figures for the first nine months of 1932 shows that the average price during that period for Canadian flour was \$1.99 (U.S.) per picul, while the Australian price averaged \$1.94 and the United States \$1.90. Of course, these prices are subject to slight modifications arising out of exchange manipulation by importers.

In the Philippine Islands the importers of Canadian flour have been emphasizing the advantages to bakers of blending Canadian flour with soft wheat American and Australian flours, with the result that sales are increasing in that market also. The following table shows the value in pesos (one peso equals \$0.50 U.S.) of importations of flour into the Philippine Islands for the calendar years 1929, 1930, and 1931, volume figures being unobtainable:—

*Imports of Flour into the Philippine Islands*

	1929 Pesos	1930 Pesos	1931 Pesos
United States . . . . .	8,696,878	7,962,372	5,404,198
Australia . . . . .	1,059,970	734,102	679,709
Canada . . . . .	358,840	279,997	332,079
Total . . . . .	10,120,155	8,982,329	6,429,237

Although the 1929 figures show a higher total value of Canadian flour imported into the Philippine Islands than for the years 1930 and 1931, imports by volume in 1929 were less as prices fell severely in 1930 and 1931. In 1929 imports of flour from Canada into the Philippines represented 3.55 per cent of the total, and in 1931 5.17 per cent.

Very little Canadian flour enters the French Indo-China market, and prospects of increasing Canadian sales in that country are not encouraging. The wheat flour in demand is a cheap, very white product, milled from soft wheat, so that Australian and United States flours are preferred.



## TARIFF CHANGES AND CUSTOMS REGULATIONS

### Tariff Concessions in Great Britain for Machinery

The Import Duties Advisory Committee of the United Kingdom, in pursuance of Section 10 of the Finance Act, 1932, have authorized, and the Treasury have approved, when imported under licence, exemption of particular consignments of machinery, being of a kind not for the time being procurable in the United Kingdom, from the whole or part of the duties chargeable under the Import Duties Act, 1932. Application for importation may be made by a firm purchasing the machinery for its own use or by an importer having the sole agency for the sale of a particular machine in the United Kingdom. The aforementioned privilege has been made to apply to the following classes or descriptions of machinery:—

(1) Machine tools, including metal-working and woodworking machinery; (2) agricultural machinery, including dairy machinery; (3) sugar-making machinery; (4) textile machinery; (5) glass-making and working machinery; (6) chemical and soap making machinery; (7) weighing, packing, and filling machinery; (8) paper-making machinery; (9) printing, bookbinding, and labelling machinery; (10) machinery for corrugating, cutting, creasing, and folding paper and cardboard and for the manufacture of cardboard boxes, tubes and cartons, and of paper bags; (11) metal and leather printing and embossing machinery; (12) electric furnaces; (13) cable-making machinery; (14) tobacco, cigar, and cigarette making machinery; (15) food preparation machinery; (16) brush-making machinery; (17) fur skin dressing, preparing, and finishing machinery; (18) pumping machinery; (19) dredgers.

### Control of Mutton, Lamb, and Beef Imports in the United Kingdom

The Board of Trade of the United Kingdom issued, under date November 28, 1932, Statutory Rules and Orders No. 992, prohibiting importation from countries outside the British Empire, except under licence, of frozen mutton, frozen lamb, frozen beef (carcasses and boned beef), and chilled beef. The regulations are issued in pursuance of Section 7 of the Ottawa Agreements Act, 1932, and implement the Trade Agreements made by the United Kingdom with Australia and New Zealand in respect of restricting foreign supplies of these meats.

### Irish Free State Preference on Agricultural Machinery

With reference to the notices in *Commercial Intelligence Journal* No. 1470 (April 2, 1932), page 543, and No. 1473 (April 23), page 684, concerning preferential duties in the Irish Free State on agricultural machinery produced entirely within the British Commonwealth, Mr. J. H. English, Canadian Trade Commissioner in Dublin, advises that this preference is now granted on the usual condition, namely, 25 per cent Empire content. The machinery in question is dutiable at 33½ per cent ad valorem general tariff and 25 per cent ad valorem British preferential tariff.

### Quota on Imports into Greece

Mr. Theo. J. Monty, Acting Trade Commissioner at Athens, Greece, reports under date November 26, 1932, that the import quotas applying to the period May 15 to November 15, 1932, and which were reported in *Commercial Intelligence Journal* No. 1481 (June 18, 1932), page 1071, are extended, with a few amendments, for the period November 16, 1932, to February 15, 1933, to the extent of half of the quantities specified for the six-months' period mentioned. This is in pursuance of a policy adopted in May, 1932, with regard to restrictions on imports into Greece by means of quotas.

**British Guiana Increases Tariff Preferences**

A British Guiana Customs Ordinance assented to on November 30, 1932, established the following new rates of duty which increase the preference accorded to Canada under the British preferential tariff:—

	British Preferential Tariff	General Tariff
Boots and shoes of rubber and boots and shoes of canvas with rubber soles . . . . .per pair	6 cents	30 cents
Socks and stockings of cotton . . . . .ad val.	10%	10% plus 12 cts. per pr. or, if higher, 30%
Socks and stockings of artificial silk . . . . .ad val.	16 $\frac{2}{3}$ %	16 $\frac{2}{3}$ % plus 12 cts. per pr. or, if higher, 33 $\frac{1}{3}$ %
Socks and stockings of silk . . . . .ad val.	16 $\frac{2}{3}$ %	16 $\frac{2}{3}$ % plus 18 cts. per pr. or, if higher, 33 $\frac{1}{3}$ %
Lumber, undressed . . . . .per M feet	\$2.40	\$4.25
Lumber, dressed . . . . .per M feet	\$4.00	\$5.85

On lumber there is a surtax of 30 per cent of the duties. Socks and stockings are subject to a surtax of 5 per cent of the duty if imported by parcel post. On all goods there is an entry tax of 3 per cent ad valorem.

Increased preferences have been granted on manufactured tobaccos, brandy, and wine.

**Spanish Stamp Tax on Medicines**

Mr. A. B. Muddiman, Canadian Trade Commissioner in Milan, writes that the Spanish stamp tax on pharmaceutical goods, ranging from 15 centimos to 40 centimos according to the price of the articles, and which was gazetted on April 19, 1932, applies the same to Canadian products as to national products, these being exempt from the increased tax of 50 per cent which is imposed on foreign products of this class. This concession is made under Article 10 of the Anglo-Spanish Commercial Treaty of 1922, to which Canada is a party. The goods affected are medicines and all kinds of specifics, serums, vaccines, biological preparations, pharmaceutical specialties, disinfectant specialties of a medicinal nature, and the elements which are used in surgical cases (excepting dentifrices, disinfectants, and other hygienic products).

In the Vizcayan provinces and Navarre the tax is reduced by 50 per cent for those products which are sold only in that territory.

**Swedish Export Regulations for Salted Pork**

Mr. Shirley G. MacDonald, Assistant Trade Commissioner in Oslo, reports that on November 18, 1932, a royal resolution was passed in Sweden prohibiting the export of salted pork to Great Britain and Northern Ireland during the period November 28, 1932, to January 22, 1933, without the permission of the Swedish Department of Agriculture. Further, this resolution provides that the exports of this commodity to the above-mentioned countries during this period must not exceed 1,960 metric tons per month.

This resolution is the result of the request made by the British Government for a curtailment of bacon exports for a trial period of two months. Attention is drawn to the fact that bacon is usually imported into Great Britain in the form of salted pork, the smoking process being done in England.

**Finnish Tariff on Sausage Casings**

The Finnish tariff on sausage casings, which was increased on October 24 from 3 to 9 marks per kilo, was reduced on November 14 to 4 $\frac{1}{2}$  marks per kilo (5 cents per pound at par of exchange) as regards casings other than dried casings, both the recent changes being made effective to the end of the year.



Canadian Trade Commissioners should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives by Canadian exporters. Catalogue should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

The Canadian Government Trade Commissioners at the present time are using Bentley's Second Phrase Code.

## FOREIGN EXCHANGE QUOTATIONS FOR WEEK ENDING DEC. 19

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending December 19, 1932, with the official bank rate. Quotations for the week ending December 12, 1932, are also given for the sake of comparison:—

Country	Unit	Nominal Quotations in Montreal Week ending Dec. 12	Nominal Quotations in Montreal Week ending Dec. 19	Official Bank Rate
Austria	Schilling	\$ .1638	\$ .1609	6
Belgium	Belga	.1611	.1586	3½
Bulgaria	Lev	.0083	.0082	8
Czechoslovakia	Krone	.0344	.0339	4½
Denmark	Krone	.1971	.1976	3½
Finland	Markka	.0171	.0168	6½
France	Franc	.0453	.0447	2½
Germany	Reichsmark	.2762	.2726	4
Great Britain	Pound	3.7892	3.8026	2
Greece	Drachma	.0066	.0063	9
Holland	Guilder	.4665	.4601	2½
Hungary	Pengo	.2033	.2005	4½
Italy	Lira	.0595	.0586	5
Jugo-Slavia	Dinar	.0157	.0154	7½
Norway	Krone	.1956	.1959	4
Portugal	Escudo	.0351	.0351	6½
Roumania	Leu	.0069	.0068	7
Spain	Peseta	.0947	.0934	6
Sweden	Krona	.2075	.2073	3½
Switzerland	Franc	.2233	.2207	2
United States	Dollar	1.1612	1.1456	2½
Argentina	Peso (Paper)	.3004	.2964	—
Brazil	Milreis	.0870	.0859	—
Chile	Peso	.0711	.0701	4½
Colombia	Peso	1.1118	1.0969	5
Mexico	Peso	.3784	.3731	6-7
Peru	Sol	.2090	.2062	6
Venezuela	Bolivar	.1974	.2004	—
Uruguay	Peso	.5486	.5417	—
Cuba	Peso	1.1604	1.1448	—
Hongkong	Dollar	.2525	.2480	—
India	Rupee	.2897	.2892	4
Japan	Yen	.2438	.2428	4.38
Java	Guilder	.4665	.4607	4½
Shanghai	Tael	.3309	.3199	—
Siam	Baht (Tical)	.....	.....	—
Straits Settlements	Dollar	.4368	.4398	—
New Zealand	Pound	3.4565	3.4687	—
British Guiana	Dollar	.7925	.7925	—
Jamaica	Pound	3.8205	3.8100	—
Other British West Indies	Dollar	.7925	.7925	—
Martinique	Franc	.0453	.0447	—
Guadeloupe	Franc	.0453	.0447	—
Australia	Pound	3.0328	3.0435	—
Egypt	Pound (100 piastres)	3.8863	3.9001	—

## TRADE OPPORTUNITIES ABROAD FOR CANADIAN PRODUCTS

The Trade Inquiries for Canadian products published below have been received since the publication of the last issue of the *Commercial Intelligence Journal*. Interested exporters may secure the names and addresses of the firms making these inquiries, together with further details regarding the commodities required, on application to the Director, Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa, or—

### Secretary, Board of Trade—

St. John, N.B.,	Stratford, Ont.,	Winnipeg, Man.,
Halifax, N.S.,	Woodstock, Ont.,	Vancouver, B.C.,
Quebec, P.Q.,	St. Mary's, Ont.,	New Westminster, B.C.
Montreal, P.Q.,	Portage la Prairie, Man.,	
Toronto, Ont.,	St. Boniface, Man.,	

### Secretary, Chamber of Commerce—

Sherbrooke, P.Q.,	Belleville, Ont.,	Hamilton, Ont.,
Kingston, Ont.,	Peterborough, Ont.,	Victoria, B.C.,
Oshawa, Ont.,	London, Ont.,	Prince Rupert, B.C.

Border Chamber of Commerce, Windsor, Ont.

La Chambre de Commerce, de Montréal, 25 St. James E., Montreal, P.Q.

### Secretary, Canadian Manufacturers' Association—

Toronto, Ont.,	Winnipeg, Man.,	Vancouver, B.C.,
Montreal, P.Q.,	Edmonton, Alta.,	Victoria, B.C.

The Maritime Provinces Trade Commissioner, 122 Federal Building, Toronto, Ont.

The Bureau of Provincial Information, Victoria, B.C.

**Canadian exporters should, for follow-up purposes, transmit a copy of any reply sent in response to a Trade Inquiry to the Trade Commissioner in the territory from which the inquiry emanated.**

## FOODSTUFFS

Commodity	No.	Location of Inquirer	Purchase or Agency
Dry Salted Fish (Hake, Haddock and Pollock).....	917	Puerto Plata, Dominican Republic.....	Agency.
Beans (Small White).....	918	London, England.....	Buyers.
Beans (Small White).....	919	London, England.....	Buyers.
Peas (Small Blue).....	920	London, England.....	Buyers.
Wheat (for Feeding Poultry).....	921	Havana, Cuba.....	Purchase.
Shells (Crushed Oyster).....	922	Antwerp, Belgium.....	Agency.
Casein (for foodstuffs and technical purposes).....	923	Hamburg, Germany.....	Agency.
Beachwear.....	924	London, England.....	Buyers or Agents.
Fancy Goods; Stationers' and Tobaccoists' Sundries.....	925	London, England.....	Buyers or Commission Agents.
Bulbs, Electric (for Household or Motor Car).....	926	Dublin, Irish Free State...	Agency or Purchase.
Domestic Woodenware and Toys..	927	London, England.....	Buyers or Commission Agents.
B.C. Douglas Fir and Doors.....	928	Birmingham, England.....	Purchase.
Logs (Douglas Fir Veneer).....	929	Hamburg, Germany.....	Buyers.
Poplar Bark as Cork Substitute...	930	Hamburg, Germany.....	Agency.
Woodpulp (for manufacture of Artificial Silk).....	931	Lyons (Rhône), France....	Agency.
Chamois Scrap Leather.....	932	London, England.....	Buyers.
Minerals, Metals.....	933	Mons, Belgium.....	Agency.



### CERTIFICATES OF ORIGIN FOR GREAT BRITAIN

In order to obtain the benefits of preferential duties under the new British Tariff, Customs regulations require original invoice and *Certificate of Origin* must be produced when goods of Canadian origin are being cleared through Customs in Great Britain.

Please see that necessary forms are forwarded to your consignees as early as possible so that no delay will be encountered in clearing their goods through British Customs.

### PROPOSED SAILINGS FROM CANADIAN PORTS

(The sailing dates are approximate, and subject to change without notice)

#### From Halifax

*To Liverpool.*—Montclare, Dec. 31 and Jan. 28; Montcalm, Jan. 7 and Feb. 4; Duchess of Atholl, Jan. 15; Duchess of York, Jan. 21; Montrose, Feb. 11—all Canadian Pacific; Manchester Hero, Dec. 31; Manchester Exporter, Jan. 28—both Manchester Line; Nubian, Jan. 5; Mercian, Jan. 19—both Leyland Line; Nova Scotia, Jan. 14; Newfoundland, Feb. 4—both Furness Line; Antonia, Cunard Line, Jan. 22.

*To London.*—Beaverbrae, Dec. 31 and Feb. 4; Beaverhill, Jan. 7 and Feb. 11; Beaverford, Jan. 14; Beaverburn, Jan. 21; Beaverdale, Jan. 28—all Canadian Pacific; Pennland, Red Star Line, Jan. 1; Ascania, Jan. 7; Alaunia, Jan. 21—both Cunard Line; Italian Prince, Furness Prince Line, Jan. 10.

*To Southampton.*—Pennland, Red Star Line, Jan. 1 and 29.

*To Manchester.*—Manchester Division, Dec. 30; Manchester Hero, Dec. 31; Manchester Commerce, Jan. 13; Manchester Citizen, Jan. 27; Manchester Exporter, Jan. 28—all Manchester Line; Nubian, Jan. 5; Mercian, Jan. 19—both Leyland Line.

*To Avonmouth, Cardiff and Swansea.*—Salacia, Dec. 31; Airthria, Jan. 14; Vardulia, Jan. 28—all Cunard-Donaldson Line; Bristol City, Bristol City Line, Jan. 10 (calls at Bristol but not at Avonmouth and Swansea).

*To Glasgow.*—Concordia, Jan. 5; Sulairia, Jan. 22; Letitia, Feb. 24—all Anchor-Donaldson Line.

*To Newcastle, Hull and Leith.*—Cairnross, Dec. 26; Cairnesk, Jan. 9; Cairnglen (calls at Dundee), Jan. 23—all Cairn-Thomson Line.

*To Antwerp.*—Beaverbrae, Dec. 31 and Feb. 4; Beaverhill, Jan. 7; Beaverford, Jan. 14; Beaverdale, Jan. 28—all Canadian Pacific; Pennland, Red Star Line, Jan. 1 and 29; Marengo, Ellerman Wilson Line, Jan. 5 (calls at Aberdeen and Hull).

*To Hamburg.*—Beaverburn, Jan. 21; Beaverhill, Feb. 11—both Canadian Pacific.

*To Gothenburg.*—Lagaholm, Jan. 5; Ragnhildsholm, Jan. 25—both Swedish-American-Mexico Line (also call at Copenhagen); Drottningholm, Swedish-American Line, Jan. 20 and Feb. 20.

*To St. John's, Nfld., and St. Pierre-Miquelon.*—Dominica, Furness-Red Cross Line, Dec. 26, Jan. 9 and 23 and Feb. 6; Nova Scotia, Dec. 31 and Jan. 14; Newfoundland, Jan. 21 and Feb. 4—both Furness Line (do not call at St. Pierre); Portia, Newfoundland Ry. and SS. Co., Jan. 7 and 21.

*To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.*—Lady Nelson, Jan. 1 and Feb. 5; Lady Hawkins, Jan. 15; Lady Drake, Jan. 22—all Canadian National.

*To Santiago (Cuba) and Kingston (Jamaica).*—Andalusia, Jan. 4 and Feb. 1 (calls at Montego Bay and other Jamaican outports); Calabria, Jan. 18—both Pickford & Black, Ltd.

*To Bermuda, St. Kitts, Antigua, Guadeloupe, St. Lucia, Dominica, Martinique, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo.*—Moyra, Jan. 2 and Feb. 7; Zenda, Jan. 20—both Ocean Dominion SS. Corp.

*To Hamilton (Bermuda), Nassau (Bahamas), Kingston (Jamaica), and Belize (British Honduras).*—Lady Rodney, Dec. 28 and Jan. 25; Cavalier (does not call at Hamilton or Nassau), Jan. 4 and Feb. 1; Lady Somers, Jan. 11 and Feb. 8; Cathcart (does not call at Hamilton or Nassau), Jan. 18—all Canadian National.

*To St. Georges (Bermuda), Puerto Rico, St. Kitts, Antigua, St. Lucia, Guadeloupe, Martinique, Barbados, St. Vincent, Grenada, Trinidad and Demerara.*—Colborne, Jan. 7 and Feb. 11; Chomedey, Jan. 28—both Canadian National.

*To Tampico and Vera Cruz.*—A steamer, Canadian National, weekly.

*To Colombia, Ecuador, Peru and Chile.*—A steamer, Canadian National, monthly.

*To Brisbane, Sydney and Melbourne.*—Canadian Constructor, Canadian National, Jan. 27.

*To Auckland, Wellington, Lyttelton, Dunedin, Brisbane, Sydney and Melbourne.*—Canadian Scottish (calls at Napier and Bluff), Canadian National, Jan. 20.

### From Saint John

*To London.*—Beaverbrae, Dec. 30 and Feb. 3; Beaverhill, Jan. 6 and Feb. 10; Beaverford, Jan. 13; Beaverburn, Jan. 20; Beaverdale, Jan. 27—all Canadian Pacific; Ascania, Jan. 6; Alaulnia, Jan. 20—both Cunard Line.

*To Liverpool.*—Montclare, Dec. 30 and Jan. 27; Montcalm, Jan. 6 and Feb. 3; Duchess of Atholl, Jan. 14; Duchess of York, Jan. 20; Montrose, Feb. 10—all Canadian Pacific.

*To Manchester.*—Manchester Division, Dec. 29; Manchester Commerce, Jan. 12; Manchester Citizen, Jan. 26—all Manchester Line.

*To Avonmouth, Cardiff and Swansea.*—Salacia, Dec. 29; Airthria, Jan. 12; Vardulia, Jan. 26—all Cunard-Donaldson Line.

*To Glasgow.*—Concordia, Jan. 5; Sulairia, Jan. 20; Letitia, Feb. 3—all Anchor-Donaldson Line.

*To Antwerp.*—Beaverbrae, Dec. 30 and Feb. 3; Beaverhill, Jan. 6; Beaverford, Jan. 13; Beaverdale, Jan. 27—all Canadian Pacific; Brant County, Jan. 9; Grey County (calls at Havre), Jan. 24—both County Line.

*To Newcastle, Hull and Leith.*—Cairnesk, Jan. 7; Cairnglen (also calls at Dundee), Jan. 21—both Cairn-Thomson Line.

*To Belfast and Dublin.*—Fanad Head, Head Line, Jan. 3 (cargo accepted for Londonderry and Cork).

*To Rotterdam.*—Kings County, Dec. 31; Brant County, Jan. 9; Grey County, Jan. 24—all County Line.

*To Hamburg.*—Beaverburn, Jan. 20; Beaverhill, Feb. 10—both Canadian Pacific; Hainon, Hamburg-American North German Lloyd Line, Jan. 10 (calls at Bremen).

*To Alexandria, Port Said, Suez, Aden, Karachi, Bombay, Colombo, Madras, Rangoon and Calcutta.*—A steamer, American and Indian SS. (cargo accepted for other Eastern ports, also for British East African ports), Jan. 25.

*To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad, and Demerara.*—Lady Nelson, Dec. 28 and Feb. 1; Lady Hawkins, Jan. 11; Lady Drake, Jan. 18—all Canadian National.

*To Bermuda, St. Kitts, Antigua, Guadeloupe, Dominica, Martinique, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.*—Moyra, Dec. 29 and Feb. 2; Zenda, Jan. 15—both Ocean Dominion Line.

*To Kingston and Jamaican Outports.*—San Benito, Jan. 5; San Blas, Jan. 19; San Bruno, Feb. 2—all United Fruit Line.

*To South France and Italian Ports.*—Valleluce, Dec. 30; Valfiorita, Jan. 20—both Lloyd-Mediterraneo-Italian Service.

*To West and South African Ports and Beira.*—Cochrane, Elder Dempster Lines Ltd., Jan. 25.

*To Montevideo and Buenos Aires.*—A steamer, Canadian-South American Line, Jan. 20.



### From New Westminster

To London, Liverpool and Glasgow.—Pacific Trader, Jan. 1; Pacific Shipper, Jan. 17—both Furness Pacific Ltd. (also call at Manchester); Moveria, Jan. 12; Gracia, Jan. 26; Gregalia, Feb. 9; Cortona, Feb. 19—all Balfour Guthrie & Co.; Royal Star, American Mail Line, Feb. 3.

To London, Hull, Newcastle and Hamburg.—Empire Star, Jan. 7; Albion Star, Jan. 19—both American Mail Line.

To Liverpool, Glasgow, Southampton, Newcastle and Rotterdam.—Gothic Star, Dec. 26; Tacoma Star, Jan. 5—both American Mail Line.

To United Kingdom Ports.—Jersey City, T. A. Lee & Holway Ltd., Jan. 7; Mariva, Royal Mail Lines, Jan. 8.

To Shanghai.—Corneville, Balfour Guthrie & Co., Jan. 4.

### From Vancouver

To Yokohama, Kobe, Shanghai and Hongkong.—Ixion (calls Miiki), Jan. 8; Tantalus, Jan. 29—both Blue Funnel Line; Heian Maru, Jan. 12; Hikawa Maru, Jan. 26—both Nippon Yusen Kaisha (also call Osaka); Olympia (calls Tsingtao, Dairen, Taku Bar and Otaru but not at Hongkong), Jan. 20; Tacoma (calls Osaka, Iloilo, Cebu, Legaspi and Manila but not at Shanghai), Feb. 8—both Tacoma Oriental SS.

To Yokohama, Kobe, Shanghai, Hongkong and Manila.—Empress of Russia (calls Nagasaki), Dec. 31; Empress of Japan (calls Honolulu), Jan. 14; Empress of Asia (calls Nagasaki), Jan. 28—all Canadian Pacific; Seattle, Tacoma Oriental SS. (calls Osaka, Iloilo, Cebu and Legaspi but not at Shanghai), Jan. 8.

To Yokohama, Kobe and Osaka.—Shiraha Maru, Dec. 26; Koryu Maru, Dec. 28—both Empire Shipping Co.

To Sourabaya, Samarang, Batavia, Singapore, Belawan Deli, Penang, Rangoon and Calcutta.—Silverguava, Silver-Java Pacific Line, Jan. 17.

To Honolulu, Suva, Auckland and Sydney.—Aorangi, Jan. 4; Niagara, Feb. 1—both Canadian-Australasian Line Ltd.

To Auckland, Wellington, Melbourne and Sydney.—Hauraki, Canadian-Australasian Line, Dec. 27 (also calls Papeete, Lyttelton and Dunedin); Golden Cloud, Oceanic and Oriental Navigation Co., Jan. 17.

To Brisbane, Sydney, Melbourne and Adelaide.—Boren, Dec. 31; Roxen, Jan. 15—both Empire Shipping Co. (also call at Newcastle).

To Liverpool, London, Southampton and Rotterdam.—Loch Monar, Jan. 1; Delftdyk, Jan. 14; Drechtdyk, Jan. 28—all Royal Mail Lines Ltd.

To London, Hull, Bergen and Oslo.—Knute Nelson, Dec. 29; Abraham Lincoln, Jan. 21; Granville, Feb. 11—all Fred Olsen Line.

To Manchester.—Pacific Trader, Jan. 7; Pacific Shipper, Jan. 21; Pacific Reliance, Feb. 4—all Furness (Pacific) Ltd.

To Rotterdam, Hamburg, Copenhagen and Hull.—Europa, Jan. 14; Amerika (also calls Southampton), Feb. 9—both East Asiatic Co., Inc.

To Hamburg, Bremen and Antwerp.—Stassfurt, Dec. 28; San Francisco, Jan. 4; Este, Jan. 11; Oakland, Jan. 18; Witram, Jan. 25; Vancouver, Feb. 1; Seattle, Feb. 8—all Hamburg-American-North German Lloyd Line.

To Havre, Dunkirk, Bordeaux and Antwerp.—San Antonio, Jan. 7; Washington, Jan. 20—both Empire Shipping Co., Ltd.

To Scandinavian Ports.—Balboa, Jan. 1; Annie Johnson, Jan. 14; Margaret Johnson, Feb. 3—all Johnson Line.

To Marseilles, Genoa, Leghorn, Venice and Trieste.—Fella, Jan. 5; Feltre, Feb. 4—both Empire Shipping Co.

To Port of Spain (Trinidad) and Bridgetown (Barbados)—Sunnanvik, Canadian Transport Co. Ltd., Dec. 28.

To Rio de Janeiro, Santos and Buenos Aires.—Brandanger, Empire Shipping Co., Jan. 5.

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**Note.**—Firms who desire information concerning ocean mail services may have their names placed on the mailing list of the Post Office Weekly Bulletin by applying to the Post Office Department.

# COMMERCIAL INTELLIGENCE SERVICE

975

## CANADIAN GOVERNMENT TRADE COMMISSIONERS

### Argentine Republic

HARRY A. SCOTT, B. Mitre 430, Buenos Aires (1). (Territory includes Chile and Uruguay.)  
*Cable address, Canadian.*

### Australia

D. H. ROSS. Address for letters—Box 196C, G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable address, Canadian.*  
*Commercial Agent:* B. MILLIN, The Royal Exchange, Sydney, N.S.W.

### Belgium

HENRI TURCOT, 98 Boulevard Adolphe Max, Brussels. *Cable address, Canadian.*

### Brazil

A. S. BLEAKNEY. Address for letters—Caixa Postal 2164, Rio de Janeiro. Office—Ed. Da "A. Noite," Sala 802, Praca Maua. *Cable address, Canadian.*

### British West Indies

*Trinidad:* ACTING TRADE COMMISSIONER. Address for letters—P.O. Box 125, Port of Spain. Office—Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, and British Guiana.) *Cable address, Canadian.*

*Jamaica:* F. W. FRASER, P.O. Box 225. Office—Canadian Bank of Commerce Chambers, Kingston. (Territory covers Jamaica, Hayti, the Bahamas, and British Honduras.)  
*Cable address, Canadian.*

### China

L. M. COSGRAVE. Address for letters—P.O. Box 264, Shanghai. Office—Daily News Building, 17 The Bund, Shanghai. *Cable address, Canadian.*

PAUL SYKES. Address for letters—P.O. Box 160, Dairen, Manchuria. Office—Cornabe Building, 1 Higashi-Koen-Cho, Dairen, Manchuria. (Territory covers Manchuria.) *Cable address, Canadian.*

### Cuba

E. L. MCCOLL. Address for letters—Apartado 1945, Havana. Office address—Royal Bank of Canada Building, Calle Aguiar 75, Havana. (Territory includes San Domingo and Puerto Rico.) *Cable address, Canadian.*

### Egypt

YVES LAMONTAGNE. Address for letters—P.O. Box 1770, Cairo. Office—22 Shari Kasr el Nil, Cairo. (Territory includes the Sudan, Palestine, Cyprus, Iraq, Syria, and Persia.)  
*Cable address, Canadian.*

### France

HERCULE BARRÉ, 3 rue Scribe, Paris (9). (Territory includes French Colonies in North Africa.) *Cable address, Cancomac.*

### Germany

ACTING TRADE COMMISSIONER, Mönckebergstrasse 31, Hamburg. (Territory covers Germany—except the Rhine Valley—Czechoslovakia, Austria, and Eastern European countries.)  
*Cable address, Canadian.*

### Greece

ACTING TRADE COMMISSIONER, 1 Corai Street, Athens. (Territory includes Turkey.) *Cable address, Canadian.*

### Hongkong

V. E. DUCLOS. Address for letters—P.O. Box 80, Hongkong. Office—Gloucester Building, Hongkong. (Territory includes South China, the Philippines, British North Borneo, and Indo-China.) *Cable address, Canadian.*

### India and Ceylon

R. T. YOUNG. Address for letters—P.O. Box 2003, Calcutta. Office—8 Esplanade Mansions, Government Place East, Calcutta. *Cable address, Canadian.*

### Irish Free State and Northern Ireland

J. H. ENGLISH, 66 Upper O'Connell Street, Dublin, Irish Free State (*cable address, Canadian*); and 44 Ann Street, Belfast, Northern Ireland (*cable address, Adanac*).



976  
**CANADIAN GOVERNMENT TRADE COMMISSIONERS—Con.**

**Italy**

A. B. MUDDIMAN, Via Manzoni Nr. 5, Milan (102). (Territory includes Spain, Portugal, Gibraltar, Canary Islands, Malta, Italian Colonies in Africa, Albania, and Yugoslavia.) *Cable address, Canadian.*

**Japan**

*Tokyo:* J. A. LANGLEY, Commercial Secretary; RICHARD GREW, Trade Commissioner. Address for letters—P.O. Box F101, Tokyo Central. Office—Imperial Life Assurance Building, Marunouchi, Tokyo. *Cable address, Canadian.*

*Kobe:* ACTING TRADE COMMISSIONER. Address for letters—P.O. Box 230, Kobe. Office—Chamber of Commerce Building, Kobe. *Cable address, Canadian.*

**Mexico**

ACTING TRADE COMMISSIONER. Address for letters—Apartado Num. 126-bis, Mexico City. Office—Edificio Banco de Londres y Mexico, Num. 30, Mexico City. (Territory includes Guatemala, Honduras, and Salvador.) *Cable address, Cancma.*

**Netherlands**

J. C. MACGILLIVRAY, Beursplein 26B, Rotterdam. (Territory includes the Rhine Valley and Switzerland.) *Cable address, Canadian.*

**Netherlands East Indies**

G. R. HEASMAN. Address for letters—P.O. Box 84, Batavia, Java. Office—Chartered Bank Building, Melacca St., Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, and Siam.) *Cable address, Canadian.*

**New Zealand**

C. M. CROFT. Address for letters—P.O. Box 33, Auckland. Office—Yorkshire House, Shortland Street, Auckland. (Territory includes Fiji and Western Samoa.) *Cable address, Canadian.*

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**Panama**

J. A. STRONG. Address for letters—P.O. Box 222, Panama City. Office—Royal Bank of Canada Building, Santa Ana Plaza, Panama City. (Territory includes Venezuela, Colombia, Nicaragua, and Costa Rica.) *Cable address, Canadian.*

**Peru**

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**South Africa**

G. R. STEVENS. Address for letters—P.O. Box 683, Cape Town. Office—Cleghorn & Harris Building, Alderley Street, Cape Town. (Territory includes Southwest Africa, the Rhodesias, Nyasaland, Tanganyika Territory, and Kenya Colony.) *Cable address, Cantracom.*

**United Kingdom**

*London:* HARRISON WATSON, Canada House, Trafalgar Square, S.W.1. (Territory covers Home Counties, Southeastern Counties, and East Anglia.) *Cable address, Sleighing, London.*

*London:* J. FORSYTH SMITH, Fruit Trade Commissioner, Walter House, Bedford Street, Strand, W.C.2. *Cable address, Canfrucom.* (Territory—for fresh fruit only—covers United Kingdom, Norway, Denmark, Sweden, France, Holland, Belgium, Germany, and Spain.)

*London:* W. A. WILSON, Animal Products Trade Commissioner, Canada House, Trafalgar Square, S.W.1. *Cable address, Agrilson.*

*Liverpool:* H. R. POUSSETTE, Century Bldgs., 31 North John Street. (Territory covers North of England, Lincolnshire, North Midlands, and North Wales.) *Cable address, Canadian.*

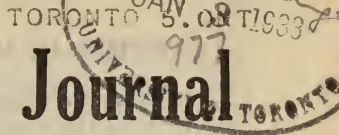
*Bristol:* DOUGLAS S. COLE, Northcliffe House, Colston Avenue. (Territory covers West of England, South Wales, and South Midlands.) *Cable address, Canadian.*

*Glasgow:* GORDON B. JOHNSON, 200 St. Vincent Street. *Cable address, Cantracom.*

**United States**

*New York City:* FREDERIC HUDD, 25 Broadway. (Territory includes Bermuda.) *Cable address, Cantracom.*

**Note.—Bentley's Second Phrase Code is used by Canadian Trade Commissioners.**



# Commercial Intelligence Journal

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Deputy Minister: James G. Parmelee

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## TABLE OF CONTENTS

	Page		Page
Firms New to Export Trade should Communicate with the Department . . . . .	977	Netherlands Dried Apple Market . . . . .	994
Certificates of Origin for Empire Countries . . . . .	977	Market for Toy Balloons in Italy . . . . .	994
Caution in Dealing with Unknown West Indian Firms . . . . .	978	Conditions in Central China . . . . .	995
Trade of New Zealand, January to September, 1932 . . . . .	978	China's Import Trade in 1931 . . . . .	996
United Kingdom Market for Frozen Salmon . . . . .	981	Japanese Trade in Alcoholic Beverages . . . . .	997
Summary of the Trade of Canada . . . . .	982	Spinning Factory Extensions in Japan . . . . .	999
Radio in the Middle East . . . . .	983	Tariff Changes, Etc. . . . .	999
Market for Radio Sets in India . . . . .	986	Agreements with Irish Free State and Southern Rhodesia in force . . . . .	1002
United States Winter Wheat and Rye Crop Forecast . . . . .	987	Foreign Exchange Quotations . . . . .	1002
Points for Exporters to Belgium—I . . . . .	988	Trade Inquiries . . . . .	1003
		New Shipping Service to British Channel Ports . . . . .	1004
		Proposed Sailings . . . . .	1004
		Commercial Intelligence Service . . . . .	1007

## FIRMS NEW TO EXPORT TRADE SHOULD COMMUNICATE WITH THE DEPARTMENT

Canadian firms who purpose engaging in export trade and have had no previous experience in foreign markets are strongly urged, as a preliminary step, to communicate with the Department of Trade and Commerce, Ottawa, outlining their plans and detailing the products in which they are interested, before approaching the Canadian Trade Commissioners abroad.

## CERTIFICATES OF ORIGIN FOR EMPIRE COUNTRIES

Canadian exporters are reminded of the necessity of furnishing certificates of origin in order to obtain the benefits of reduced duties applicable to goods qualified to enter under preferential tariffs in Empire countries. Nearly all goods, the produce or manufacture of Canada, shipped in accordance with prescribed regulations, are granted tariff preferences over non-Empire goods in Great Britain and Northern Ireland, Australia, New Zealand, Fiji, Western Samoa, British West Indies (thirteen tariffs), Bermuda, British Guiana, British Honduras, Southern Rhodesia, Northern Rhodesia (Zambesi Basin), Gambia, Sierra Leone, Seychelles, British Somaliland, Cyprus, and Isle of Man. To a considerable extent tariff preference is similarly granted to Canadian goods in the Irish Free State, the Union of South Africa, and Mauritius, also on some goods in the Federated Malay States, the Unfederated Malay States, British North Borneo, Sarawak, and Brunei. Empire motor cars enjoy preference in Hongkong, the Straits Settlements, and Guernsey; spirits and malt liquors in Gibraltar; and wines in the Falkland Islands.



## CAUTION IN DEALING WITH UNKNOWN WEST INDIAN FIRMS

Canadian exporters have from time to time been advised, through the medium of the *Commercial Intelligence Journal*, to have no dealings with firms in the West Indies who are unknown to them, or upon whom they have not a report from a chartered bank, or from the Canadian Trade Commissioner. The Acting Trade Commissioner in Port of Spain, Trinidad, writes that in spite of the repeated warnings that have been published, new export firms are constantly shipping merchandise and produce to fraudulent importers in that city from whom it is impossible to obtain payment, but whose letter heads are printed in such a way as to give the impression that they are firmly established and reliable concerns. The majority of firms in the West Indies are well known, firmly established, and bear the best of reputations; and due care should be taken by exporters to deal only with them.

## NEW ZEALAND TRADE, JANUARY TO SEPTEMBER, 1932

H. L. E. PRIESTMAN, ASSISTANT TRADE COMMISSIONER

Auckland, November 26, 1932.—Statistics are now available showing exports from and imports into New Zealand during the nine months ended September 30, 1932. Specially compiled particulars have also been received covering the imports into New Zealand from Canada of the principal commodities during the same period.

### OVERSEAS TRADE

The high level of exports has continued and, combined with the minimum of imports, has produced a favourable balance of approximately £10,000,000 for the first nine months of the year (expressed in New Zealand currency). The visible balance (in similar terms) of £6,750,000 for the first three quarters of 1931 was large, so that this year's increased balance is still more worthy of comment. Total exports in the respective periods were £28,686,652 in 1932 and £27,269,124 in 1931, indicating an increase of 5·2 per cent in the current year. Total imports for the cumulative period of 1932 were £17,065,699, showing a decline of 10·6 per cent from the corresponding portion of 1931, when the total was £19,098,029.

### PRINCIPAL SOURCES OF SUPPLY

The chief countries supplying goods to New Zealand for the period under review were the United Kingdom, £8,539,244; United States, £2,385,783; Australia, £1,947,988; Canada, £642,874; Dutch East Indies, £582,269; Germany, £354,465; Japan, £334,385; India, £318,339; Ceylon, £264,109; France, £221,064; Pacific Islands, £212,256; Sweden, £161,060; and Belgium, £154,818.

### COUNTRIES OF DESTINATION

Exports of New Zealand produce during the period from January to September were destined for the United Kingdom to the value of £23,962,597; Australia, £890,025; France, £437,023; United States, £397,265; Germany, £245,163; Japan, £217,975; Canada, £148,297; and Belgium, £146,898.

### PRODUCTION

The 1932-33 dairying season is in progress, and the total butterfat production for the two elapsed months of that season exceeded the same period of last





of the newsprint imports this year compared with 70 per cent of the total in the corresponding 1931 period.

Passenger motor vehicles valued at £11,874 (£44,921 in 1931) show a large decline, but during the third quarter of 1932 there were imports of £11,731 under that heading, compared with only £143 in the preceding six months. This is a welcome reflection of the reintroduction of Canadian vehicles after a long dormant period during which customs duties were adverse.

A further decline is noted in the value of Canadian silk hosiery, £43,497 (£67,233 in 1931). Other important commodities showing decline in value were as follows, the imports for the first nine months of 1932 being shown, with the corresponding figures for the similar 1931 period following in parentheses: apparel, n.e.i., £6,879 (£26,243); iron and steel pipes, £4,017 (£10,662); artificers' tools, £3,214 (£10,357); batteries and cells, £14,252 (£23,488); electric ranges, £2,110 (£16,231); insulators, £902 (£2,803); paperhangings, £2,885 (£8,133); printing paper other than newsprint, £2,903 (£6,954); wrapping paper, £13,329 (£20,211); perfumery and toilet preparations, £1,738 (£5,699); provisions, n.e.i., £577 (£4,303); confectionery, £170 (£5,942); maizena and cornflour, £388 (£6,195); salt, £1,837 (£5,926); floor coverings, £400 (£5,524); cotton piece goods, £997 (£4,555).

Mention might be made of the following items in which Canada enjoyed a satisfactory business in 1931, but the import of which apparently declined to such an extent in 1932 that the totals were not specifically included; iron and steel bar, bolt, and rod, £10,816 in 1931; copper sheet and tubing, £4,848; fencing wire, £7,659.

Added encouragement to the hope for future improvement in total imports from Canada is given by scrutiny of the fairly considerable list of important commodities which show increased values. For the period under review the greatest increase is shown in flour, which was imported to a value of £60,094 as compared with £45,508 in 1931, while wheat also arrived in larger quantities and increased in value from £12,869 in 1931 to £20,911 in 1932. Other items showing increases are chiefly important manufactured products and include the following commodities, the figures for the 1931 period being within parentheses: fish, tinned, £37,206 (£33,242); gum boots, £40,927 (£37,669); cordage and rope of metal, £9,848 (nil); minor articles for apparel, £5,818 (£3,731); spark plugs, £3,113 (nil); vacuum cleaners, £5,374 (£2,416); washing machines, £6,122 (£3,051); cardboard and pasteboard, £11,913 (£10,491); wrapping paper for fruit, £8,514 (£6,845).

An importation from Canada which appears for the first time is sulphate of ammonia, which was imported to a value of £701, and marks the beginning of what may develop into an extensive trade if exchange considerations show any degree of improvement.

#### EXPORTS OF NEW ZEALAND PRODUCE TO CANADA

The value of exports from New Zealand to Canada for the nine months ended September 30, 1932, was £148,297, compared with £231,045 during the similar period of 1931. This trade shows some signs of improvement, and such a movement would have a direct bearing on the attitude of New Zealand consumers towards importations from Canada. Since the solution of the former tariff difficulties by the Canada-New Zealand Trade Agreement, the goodwill which Canada enjoyed in this market has been regained to a considerable extent, and whenever Canadian goods are reasonably competitive, they are again well received in this community.

Canadian commodities which are dutiable are still subject to a surtax of nine-fortieths or one-twentieth of the duty as the case may be, though this levy has been removed from goods produced in the United Kingdom as a sequence to the Ottawa Conference. There are consequently a number of commodities

upon which the United Kingdom has advantages not at present extended to Canada.

Full details of imports into New Zealand of Canadian origin are on file at the Department of Trade and Commerce, Ottawa, and may be obtained by interested Canadian firms on application to the Commercial Intelligence Service (quoting file No. 18806).

## UNITED KINGDOM MARKET FOR FROZEN SALMON

G. A. NEWMAN, ASSISTANT TRADE COMMISSIONER

London, December 5, 1932.—The latest complete figures of imports of salmon (fresh and frozen) into the United Kingdom are for the year 1931. These are as follows:—

	Cwts.	£
Soviet Union (Russia) . . . . .	5,082	21,336
Norway . . . . .	7,812	56,091
United States . . . . .	25,782	106,813
Other foreign countries . . . . .	2,198	9,551
<b>Total from foreign countries . . . . .</b>	<b>40,874</b>	<b>193,791</b>
Irish Free State . . . . .	25,177	225,755
Canada . . . . .	43,313	193,983
Newfoundland and Coast of Labrador . . . . .	14,671	79,559
Other British countries . . . . .	3	9
<b>Total from British countries . . . . .</b>	<b>83,164</b>	<b>499,306</b>
<b>Total . . . . .</b>	<b>124,038</b>	<b>693,097</b>

Most of the above imports consist of frozen salmon, with the exception of the quantity obtained from the Irish Free State. There is a duty of 10 per cent ad valorem on frozen salmon imported from foreign countries. During the past season United States shippers have been quoting very low prices. Fair-grade Alaska salmon was sold at prices between 7 cents and 8 cents c.i.f. British ports, and Japanese and Russian salmon was available at much lower prices. Canadian salmon averaged about 14 cents per pound c.i.f., much of which was Atlantic salmon, a different fish from that of the Pacific.

Wholesale prices quoted to the trade on November 2 by one well-known Billingsgate firm were as follows:—

Newfoundland . . . . .	1s. 3d. and 1s. 1d. per lb.
Dressed red spring (Pacific Coast) 8-14 lbs. each 100 lbs. net . . . . .	1s. per lb. ex store London
Dressed silvers, 7-10 lbs. 100-lb. cases . . . . .	1s. per lb.
Steelheads, 10-20 lbs. . . . .	10d. per lb.
Japanese, round 5-7 lbs. 50-lb. case . . . . .	7d. per lb.
Dressed Japanese, 4-5 lbs., 5-6 lbs., 7-8 lbs. . . . .	9d. per lb.

The above prices probably represent the highest quotations to the trade, as dressed were marketed by other firms at about 10d. per pound and lower according to the size of the transaction.

The largest market is available to Canadian salmon which is sold dressed. In this form it appeals to the fishmonger trade which is not insistent on the highest quality but wants good value. Newfoundland whole salmon properly prepared approximates very closely to Scotch fresh salmon (Canadian Atlantic salmon being in the same class), and is therefore in demand in the very select trade; the Canadian Pacific dressed salmon is the type in which the bulk of the ordinary trade can be done.

Owing to its inferior quality, Japanese salmon can command only a limited market.

The sizes most in demand are from 8 to 12 pounds. Brine frozen salmon is regarded as being far in advance of any other method of freezing. The usual 100-pound and 50-pound cases are satisfactory.



SUMMARY OF THE TRADE OF CANADA: MONTH, EIGHT MONTHS, AND TWELVE MONTHS ENDING NOVEMBER, 1932

(Compiled by External Trade Branch, Dominion Bureau of Statistics)

Main Groups	Month of November, 1932				Eight Months ending November, 1932				Twelve Months ending November, 1932				
	From United Kingdom		From United States		From United Kingdom		From United States		From United Kingdom		From United States		
	Total Imports	\$	Total Exports	To United States	Total Imports	\$	Total Exports	To United States	Total Imports	\$	Total Exports	To United States	
<i>Imports for consumption</i>													
Agricultural and Vegetable Products.....	8,638,794		2,191,536		61,638,548		10,806,719		100,436,323		22,401,324		34,600,061
Animals and Animal Products.....	1,427,264		2,648,090		11,180,867		1,648,993		17,795,331		2,509,101		9,970,331
Fibres, Textiles and Textile Products.....	5,440,633		2,349,603		41,936,611		16,770,771		69,478,802		27,140,284		25,827,681
Wood, Wood Products and Paper.....	1,859,111		338,524		14,595,693		9,519,456		23,533,513		3,507,115		17,814,156
Iron and its Products.....	5,262,120		1,759,251		43,006,623		9,550,507		69,964,916		13,053,394		53,897,332
Non-Ferrous Metals and their Products.....	1,907,896		1,094,983		13,489,670		2,697,285		22,848,304		3,684,170		17,157,443
Non-Metallic Minerals and their Products.....	8,137,861		1,519,870		68,047,326		10,324,266		97,041,041		12,051,066		71,911,324
Chemicals and Allied Products.....	2,577,322		642,340		19,477,343		3,348,173		28,763,863		4,706,949		17,834,892
Miscellaneous Commodities.....	2,509,007		461,247		23,102,323		3,668,007		34,074,857		5,762,918		23,241,481
Total Imports, 1932.....	37,706,047		9,723,168		296,504,247		61,241,910		463,042,840		94,816,321		271,254,701
1931.....	46,931,012		8,713,049		411,065,311		72,737,368		648,146,525		113,010,565		407,983,720
1930.....	76,325,063		10,153,008		609,531,481		109,284,195		1,032,506,700		165,267,800		670,473,063
<i>Exports (Canadian Produce)</i>													
Agricultural and Vegetable Products.....	21,798,110		12,004,895		146,648,332		80,982,584		205,326,950		108,445,778		5,707,056
Animals and Animal Products.....	3,773,049		1,622,798		35,877,977		20,686,071		56,244,478		28,386,289		19,989,596
Fibres, Textiles and Textile Products.....	10,684,689		742,414		86,892,195		36,181		138,770,387		1,267,982		109,970,118
Wood, Wood Products and Paper.....	1,537,473		670,919		12,341,825		8,422,481		16,167,724		11,967,387		10,230,301
Iron and its Products.....	4,770,296		2,139,360		29,488,352		3,923,069		10,946,618		5,243,615		9,419,438
Non-Ferrous Metals and their Products.....	1,073,617		362,763		6,631,420		1,027,977		10,110,400		14,979,273		21,862,944
Non-Metallic Minerals and their Products.....	1,078,273		307,307		7,740,793		2,113,987		11,045,823		1,274,310		5,624,078
Chemicals and Allied Products.....	700,810		112,695		7,559,948		2,236,692		10,625,392		2,953,739		4,571,600
Miscellaneous Commodities.....	45,944,520		19,232,731		336,753,484		129,973,106		504,556,021		177,442,776		172,303,764
Totals, 1932.....	57,486,990		21,299,890		589,384,237		236,574,065		618,900,193		242,762,803		263,766,997
1931.....	73,150,871		26,328,419		589,384,237		173,557,751		907,097,055		172,793,761		400,126,770
1930.....	676,904		64,377		4,983,687		598,119		8,500,227		982,755		6,675,540
<i>Exports (Foreign Produce)</i>	942,831		71,053		7,704,685		534,463		12,177,547		1,076,628		9,791,721
Totals, 1932.....	1,531,162		81,402		12,812,519		898,740		20,187,773		1,419,379		17,138,690
1931.....	8,832,377		9,573,940		45,282,934		69,329,315		49,113,408		83,609,210		92,275,387
1930.....	11,518,769		12,756,893		54,311,139		76,286,801		17,068,786		60,328,766		53,730,008
<i>Excess of Imports (i) or All Exports (e)</i>	1,643,030		10,256,913		67,334,725		65,172,296		104,621,874		78,945,340		247,208,143
	(i)		(e)		(i)		(e)		(i)		(e)		(i)

## RADIO IN BRITISH MALAYA, SIAM, AND NETHERLANDS INDIA

B. C. BUTLER, ASSISTANT TRADE COMMISSIONER

Batavia, Java, November 16, 1932.—The restriction on the sale of radio receiving sets in Netherlands India by reason of the enforcement of certain patent rights held by the Philips Radio Corporation of Holland, was dealt with in a report which appeared in *Commercial Intelligence Journal* No. 1481 (June 18, 1932). By virtue of these patent rights the Philips Corporation control many of the essential parts required for any receiving set. Moreover, since they manufacture such a wide range of electrical equipment and have such complete distribution throughout Netherlands India, they are in a position to dictate to the dealers. So that even in the absence of legal rights they can enforce a virtual monopoly. Translated copies of certain of the Philips Corporation's patent holdings are on file with the Department of Trade and Commerce, Ottawa. Tubes, transformers, and loud speakers are not affected.

### British Malaya

The administration of the laws pertaining to the use of wireless transmitters and receivers in British Malaya comes under the jurisdiction of the Post and Telegraph Department of the Straits Settlements and the Federated Malay States. Licences permitting the use of receiving sets cost the equivalent of \$2.80 per annum. Certain restrictions governing the length of the aerial are imposed, and the use of a screen grid valve in the first stage to eliminate interference is compulsory.

The total number of licensed radio receiving sets in the Straits Settlements is 242, and in the Federated Malay States 195. There is comparatively little development in the use of radio in the Unfederated Malay States, the total not exceeding 60. Thus the total of licensed receiving sets in the whole of British Malaya is not more than 500, although it is believed there are many sets in use which have no licences.

Import returns appear under the heading "wireless, telegraph and telephone instruments and apparatus," but these are too general to be of value for this report.

The development of radio has been impeded in British Malaya by the lack of worth-while programs available at convenient hours. The daily newspapers publish long lists of stations which can be heard, but any that are worth listening to come in at early hours of the morning. The only stations which are generally regarded as being of use to British Malaya are Pittsburgh, Paris, Sydney, and the Vatican. Other more adjacent stations are in Java and Indo-China. The official station in Bangkok, Siam, is broadcasting mainly on long-wave lengths at the present time and cannot be heard in British Malaya. The only strictly Malayan broadcasts are from one or two amateur societies and from an experimental station built by the Government. These are regarded as unsatisfactory. In the case of the Government station the reason given is that it is a crystal-controlled transmitter adapted for grid modulation.

All the hopes of the British Malayan radio enthusiasts are centred on the projected Empire broadcasts of the British Broadcasting Corporation, and the local dealers are preparing for a boom in their business. Full details concerning this plan have appeared in the daily press and there is no object in dealing with it here. The first test programs are to be broadcasted during December of this year, and on the outcome depends the future of radio in this country, as far as the European and English-speaking part of the population is concerned. If these broadcasts are a success, and if programs are made available



at convenient hours, there is no doubt that a fillip will be given to the sale of radio receiving sets in British Malaya.

There is also an agitation for an official broadcasting station to be set up by the local Government. The amateur radio associations of Malaya, five in all with a membership of over 1,000, have been agitating for this for some months. If such a station were established, a considerable immediate demand for radio sets would set in; but it is doubtful if the local government would consider such a step during the present depression.

The Philips Radio Corporation have not the same control in the British Malayan market that they have in Netherlands India; they have made no attempt to develop this market and are not actively represented here for radio equipment. Although radio is still in its infancy in this country, there are some half-dozen firms engaged in the sale of radio goods. American and British makes are the most popular, with one English super-heterodyne the general favourite. Dealers stock all the well-known English, American and Continental component parts, loudspeakers and tubes, including such makes as Telsen, Varley, Lewcos, Armond, Lissen, Eddystone, and General Electric. English tubes are the biggest sellers since, though more expensive, they are considered to be more efficient.

United States exporters are at a distinct handicap at the present time on account of exchange and because of the strong sentiment which prevails in favour of British goods. Canadian manufacturers enjoy this sentimental preference which, in the case of wireless apparatus, takes the form of a tariff preference when entering the Federated Malay States. The rate of duty on non-British wireless receivers and component parts is 20 per cent ad valorem, and on those of British origin, 10 per cent. As compared to United States manufacturers, Canadian exporters also enjoy some of the advantage of the present exchange situation, although as compared to English exporters the advantage is not in their favour.

Radio reception is difficult in these tropical countries, which are subject to all the annoyances of interference, fading, and static. The only satisfactory broadcasts are on short-wave lengths ranging from 25 to 35 metres and some are below 25 metres.

To satisfy the requirements of this market, a receiving set must be capable of receiving programs from London direct on wave-lengths between 15 and 40 metres. The price must be moderate—between \$50 and \$75 to the ultimate consumer. A four-tube set is generally favoured since larger sets are too expensive. They should be of the batteryless type and equipped for use on an A.C. current supply of 50 cycles, three-phase, 230 volts. Mention has already been made of the screen-grid valve required in the first stage. For this tropical climate every care should be taken to protect the equipment against dampness and insects. Special insulation must be used and only metals, bakelite or some similar materials are satisfactory. It is best to offer complete sets mounted on a chassis which can be enclosed in a cabinet made locally of teak or some hard wood which is not affected by white ants. Imported veneer cabinets are of no use in this market, partly because of these insects, and also because they fall to pieces with the dampness. Generally speaking, only high-grade materials should be used. There is also a market for completely knocked-down kits which can be set up by the amateur with the aid of a blue print and directions.

It should again be pointed out that the future of the British Malayan market depends on the success of the British Broadcasting Corporation's project. The Trade Commissioner's office in Batavia is in close touch with the situation and is endeavouring to locate suitable representatives for Canadian exporters who are interested in this market.

## Siam

Until 1930 the use of wireless transmitters and receivers was prohibited in Siam. In September of that year a new wireless law was enacted removing the restrictions on the use of receivers, although that on transmitters still remains in force for private individuals, the only exception being ships. The Government takes complete charge of broadcasting, control being vested, as in the case of British Malaya, in the Post and Telegraph Department. This department has two transmitters in the city of Bangkok, one for short-wave and one for long-wave broadcasts. The long-wave set is used nightly for broadcasting local programs; the short-wave is used only on special occasions. Both these transmitting units were manufactured by the Philips Radio Corporation in Holland. This company has not the monopolistic position in Siam that it enjoys in Netherlands India. The long-wave transmitter broadcasts on a wave-length of 350 metres and the short-wave on 41 metres.

The principal object in the Government broadcasts is education on general subjects, market prices, and music. In addition to the nightly programs, which are for the most part for adult audiences, programs of special interest to schools are occasionally broadcast during the day. A special committee arranges the programs and publishes them in advance in an official monthly radio magazine. Periodical questionnaires are sent out in this official publication soliciting suggestions for improvement in the programs or the broadcasting technique.

There are three main types of licences issued by the Post and Telegraph Department,—

(1) To dealers, authorizing them to sell, install and otherwise trade in radio receiving apparatus (the equivalent of \$92 per annum).

(2) To individuals, authorizing them to possess a receiving apparatus (a permanent licence, 5 cents).

(3) To entitle the owner of such apparatus to use it (issued annually, 85 cents to \$1.30 per tube depending on the reception range of the set).

It has been found that the fees collected are sufficient to cover all the expenses incurred by the Post and Telegraph Department in administering the Wireless Act and in operating the stations.

According to official advice, Siam has some 14,000 licensed radio receiving sets, an extraordinarily large number as compared with the total in British Malaya or even in Netherlands India, where there has been considerable development in radio; the latter country has just over 3,000 licensed sets. The explanation offered is that the licence requirements are more rigidly enforced in Siam than in the other two countries. It is impossible to tell what number of Siam's receiving sets operate on long waves and what number on short waves, but since the local station broadcasts principally on long wave, it is understood that most of the sets are of the long-wave type. The same programs available to British Malaya can also be heard in Siam with the addition of the official station in Bangkok. The current characteristics of the city of Bangkok, where the largest business is, are single-phase, 50-cycle, 110 volts.

A large number of the sets in use in Siam are elementary types, many being simple crystal sets capable of picking up only the local station. A Singapore dealer informed the writer that he had an order from a Bangkok connection for 10,000 crystal sets at a value not to exceed the equivalent of about 90 cents Canadian. These crystal sets are sold retail in Siam for the equivalent of from \$1.85 to \$4.50 each. Head phones sell at between \$1.15 and \$2.50 per set.

It is improbable that Canadian manufacturers could compete in this class of business, and they should therefore concentrate on the more modern though moderate-priced class of receivers. The type required for this territory is dealt with briefly in the British Malaya section of this report. As far as Siam is con-



cerned, a set with more than four tubes has practically no sale. The system of licensing whereby the charge is levied on the number of tubes acts as a restricting factor. The use of a screen grid is not compulsory in Siam as it is in the case of British Malaya.

Statistics of imports into Siam are included under the general heading "electric equipment," and these are of little use for the purposes of this report. The import duty on wireless receivers entering Siam is 5 per cent ad valorem.

It is believed that practically no Canadian radio equipment has yet been sold in either British Malaya or Siam, although some small business had been secured in Netherlands India.

### Netherlands India

Imports into Netherlands India appear under the heading "apparatus and installations, electrical, for wireless telegraph and telephone, n.o.p. and parts thereof," which conveys little information for this report. Java absorbs over 90 per cent of the total. Holland is by far the largest source of supply with 75 per cent of the market. Germany has about 15 per cent and the United States a small share. Canada appears in the 1931 statistics with imports valued at about \$500. Since Philips Radio Corporation have taken the action described at the beginning of this report, it may be expected that Holland's share will constitute most of the imports in future.

The rate of duty in Netherlands India on imported wireless receivers is 18 per cent ad valorem.

## MARKET FOR RADIO SETS IN INDIA

R. T. YOUNG, CANADIAN TRADE COMMISSIONER

Calcutta, November 24, 1932.—As radio sets are classified in the official import statistics of India under the heading of wireless apparatus, which includes sending and receiving apparatus as used by commercial wireless companies, no definite figures covering their importation are available. Imports of the latter are subject to stringent government regulations, while the ordinary receiving sets for domestic use or home entertainment must be imported under licence.

For the twelve-month period ended March 31, 1932, total imports of wireless apparatus were valued at Rs.938,930 as compared with Rs.763,357 in the previous twelve-month period. The United Kingdom was the principal source of supply, with apparatus to the value of Rs.663,455 as against Rs.496,976 in 1930-31, Netherlands Rs.114,446 as compared with Rs.143,781, United States Rs.85,492 as against Rs.486,566, Germany Rs.47,258 as against Rs.38,800, and France Rs.5,016 as against Rs.2,786. Imports of wireless valves or tubes for the period ended March 31, 1932, were valued at Rs.42,429, of which the United Kingdom is credited with Rs.27,284, the United States with Rs.10,178, and Germany with Rs.1,956. This is the first year in which these have been classified separately, so that it is not possible to give comparative figures.

At present the market in India for radio sets or wireless receiving apparatus for domestic use is not large, and under existing conditions there are many handicaps confronting the manufacturer, exporter, and agent. Not more than 5 per cent of the total population of 350,000,000 are in a position to own radio sets. Besides, there is the lack of internal stations to furnish suitable programs; and in broadcasts from foreign sources there is the language difficulty. However, with the inauguration of the new Empire station, the initial experimental broadcast from which has been favourably received, a new incentive is given, to Europeans especially, to own receiving sets.

Broadcasting in India is controlled by the Government, but in the interests of economy operations have been curtailed. The majority of the programs are provided by private enterprise with government assistance, and consist chiefly of native gramophone records and other forms of entertainment in one or other of the vernacular languages. The two principal broadcasts for entertainment purposes are from Bombay and Calcutta, and as in all tropical or semi-tropical countries, reception is not so good as in more temperate regions. Short-wave receivers are found to be the most efficient, but the demand is rapidly developing for the short- and long-wave combination.

One or two sets of Canadian manufacture have been tried in Calcutta with satisfactory results.

Some importers and dealers prefer to import only the chassis of receiving sets and have the cabinets or cases built locally. This is a great advantage, as many of the cabinets of models so well known in Canada are hardly suited to climatic conditions in India, particularly during the monsoon or wet season. The only practical cabinets for tropical countries are those built of solid woods. This of course lends weight and adds expense to the outfit, whereas by bringing in the chassis only, which is subject to a 50 per cent ad valorem duty, a saving on the price of the case is effected, as cabinets of good quality and style are obtainable locally.

The question of packing radio sets for shipment to this market merits the serious attention of exporters. Due to rough handling in transit, both cabinets and mechanical parts are liable to be severely damaged unless proper precautions are taken when packing, and in certain instances instruments have arrived in such a condition that they were beyond repair.

Canadian exporters and manufacturers interested in the Indian market are requested to communicate with this office. Importers in India should not be expected, however, to make heavy investments as distributors of Canadian products as against wireless sets already well established on the market. The question of advertising is one which must also be given consideration.

## UNITED STATES WINTER WHEAT AND RYE CROP FORECAST

Mr. Frederic Hudd, Canadian Trade Commissioner in New York, writes as follows under date December 21 on the United States winter wheat and rye crop forecast: The Department of Agriculture forecasts a winter wheat yield of 400,000,000 bushels for 1933 as compared with a 1932 crop of 462,151,000 bushels and 787,393,000 bushels in 1931. Acreage planted this fall was 39,902,000, a reduction of 1.3 per cent under that of the preceding year and the smallest sowing of winter wheat in the United States since 1923.

The condition of winter wheat on December 1, 1932, was reported at 68.9 per cent of normal as compared with 79.4 per cent on December 1, 1931, and the December 1 ten-year average (1920-29) of 83.3 per cent. The present condition is the lowest December 1 condition reported by the Department since reports were begun in 1863. It is below average over practically the entire country.

The area of rye sown for all purposes in the fall of 1932 is estimated at 4,649,000 acres as compared with 5,000,000 acres in the fall of 1931 and 5,318,000 acres in the fall of 1930. The condition of rye on December 1, 1932, was reported at 76.3 per cent of normal as compared with 82 per cent on the corresponding date of last year and the ten-year average (1920-29) December 1 condition of 87.5 per cent. Conditions are below average in all sections of the country, but are especially poor in the Great Plains area where the bulk of the rye is produced.



## POINTS FOR EXPORTERS TO BELGIUM

HENRI TURCOT, CANADIAN TRADE COMMISSIONER

### I. General

Brussels, December 1, 1932.—Belgium has been for some years past a large purchaser of Canadian products, and reached in the last fiscal year the fifth rank—after the United States, Great Britain, Japan, and France—among the Dominion's most important foreign customers with a total of \$14,036,437. The Canadian goods which are afforded the best possibilities in the Belgian market are foodstuffs, followed by raw materials (which also attain a fairly high figure), whilst manufactured goods, for reasons given hereafter, enjoy but a limited sale

#### POPULATION AND PURCHASING POWER

With an area of 11,760 square miles and a population (1931 census) of 8,159,185, Belgium has an average of 693 inhabitants to the square mile, and is thus the most densely populated country in Europe. This density is due not (as in Germany) to an exceptionally high birth-rate, but to a low birth-rate combined with an extremely small emigration rate and a rather high percentage of immigration. Close on 65 per cent of the Belgian population live in cities and towns.

The scale of wages in Belgium is very low, possibly the lowest in Europe, Russia being excepted. It follows that the Belgian market is, broadly speaking, a price market, quality for the greater part of the trade being only of secondary importance.

#### BELGIAN PRODUCTION AND REQUIREMENTS

Belgium is primarily an industrial country, and although it is rich in certain minerals, raw materials form a considerable item of import. The largest group of imports into Belgium, representing in normal years over 50 per cent of the value of Belgian total imports, is comprised of raw materials and semi-manufactured goods. This market provides a substantial outlet for practically all kinds of industrial raw materials. On the other hand, manufactured articles purchased abroad are placed at approximately 25 per cent of the imports. Owing to cheap labour coupled with up-to-date machinery and the high degree of skill of the operatives, and to keen competition from nearby countries such as Germany, France, and Great Britain, the only manufactured goods of Canadian origin saleable in the Belgian market are, generally speaking, those offering superior quality and finish or those constituting a specialty for which there is a demand in this country.

Next in value, after raw materials and manufactured articles, are imports of agricultural products. The arable land extends to about 8,000 square miles, and the yield per acre is very high. Nevertheless, this country is in a large measure tributary to foreign markets for agricultural food products and feeding stuffs. The greater part of Canadian exports to Belgium are included in this group. Cattle-breeding holds but a relatively small place in Belgian agricultural activities, and imports of cattle for slaughter are quite considerable.

The Belgian fisheries contribute an appreciable portion of the country's requirements of fish; however, imports of fresh, frozen, salted, and canned fish are comparatively important. Canada participates in this trade with fairly substantial shipments of canned salmon and canned lobsters, and with minor quantities of salted and frozen fish.

The forests of Belgium cover about 18 per cent of the country's total area; they consist mainly of oak, beech, and conifers. Certain kinds of forest products have to be imported for supplementing the domestic supplies, which are insufficient as regards both varieties and volume. Canadian lumber, woodpulp, and other wood products are to be found in the Belgian market.

In the last normal year—that is to say in 1929—Belgian total imports amounted to \$986,409,639 at par, and were detailed as follows: raw materials and semi-manufactured goods, \$513,520,388; manufactured articles, \$266,774,750; foodstuffs and beverages, \$201,085,805; living animals, \$2,458,944; and gold and silver, \$2,569,752.

#### CANADIAN GOODS SALEABLE IN BELGIUM

Subjoined is a list of Canadian products for which there is or might be a market in Belgium; this list has been made up in accordance with the commodity groups shown in the Belgian official statistics of imports, those presenting no interest to Canadian exporters being omitted:—

(1) *Living Animals and Products of the Animal Kingdom.*—Bulls; oxen; cows; frozen and canned meats; meat extracts; cheese; butter; honey; fats and greases; natural lard; hides and skins; raw furs; wool in the grease; unworked horsehair; pigs' bristles; bones; sinews; tallow; animal oils.

(2) *Products of the Vegetable Kingdom.*—Wheat; oats; rye; barley; buckwheat; hay; linseed; clover and grass seeds; wheat flour; rolled oats; potatoes; fresh and dried apples.

(3) *Mineral Products.*—Emery; graphite; crude asbestos; asbestos in fibre; asbestos boards; sulphur; lead ores; zinc ores; garnet; iron oxides.

(4) *Products of Food, Residues from Food, Beverages, and Tobacco.*—Alimentary pastes; dried, fresh, frozen, salted, and canned fish; packaged foods; preserved fruits; jams, jellies, and marmalades; preserved vegetables; condensed milk; powdered cream and milk; sausage casings; whisky; gin; malt; cattle feeding cakes; unmanufactured tobacco.

(5) *Chemical and Pharmaceutical Products.*—Artificial guano; boneblack; fertilizers; dyes; crude drugs; patent medicines.

(6) *Leather and Leather Goods.*—Patent leather; workmen's leather gloves; leather belting.

(7) *Wood.*—Lumber; pitwood; plywood; veneers; wallboards.

(8) *Rubber Goods.*—Pneumatic tires; inner tubes; footwear; druggists' sundries.

(9) *Paper, Articles of Paper, and Woodpulp.*—Writing paper; wrapping paper; cardboard; newsprint; calendars; mechanical and chemical woodpulp.

(10) *Metals and Metal Wares.*—Crude cast iron; sheet iron; scrap iron; brass; crude zinc; crude lead; copper bars, rods, and sheets; crude aluminium; aluminium sheets; aluminium in bars or wire; aluminium scrap; nickel; tools; tubing.

(11) *Machinery and Electric Materials.*—Machine tools; agricultural machinery (reapers, binders, mowers, ploughs); implements and parts thereof; adding and calculating machines; radio sets.

(12) *Motor Vehicles.*—Passenger automobiles; motor cycles.

(13) *Miscellaneous Articles.*—Fur-bearing animals; fibres and textiles; jute bags; films.

#### CENTRES OF IMPORT TRADE

The two main centres in Belgium for the import trade are Antwerp and Brussels. In the case of general merchandise, the Antwerp and Brussels markets serve the whole of Belgium and Luxemburg, and one agent, located in either of these cities, can quite conveniently cover the entire Belgian territory as well as that of the Grand Duchy of Luxemburg. Antwerp is of special importance in connection with the grain, canned goods, and North American lumber trades.

#### PORTS AND TRADE ROUTES

Antwerp is one of the greatest seaports in Europe, and a port having excellent harbour facilities. This is the only natural port in Belgium, the others



being artificial seaports like Ostend, Zeebrugge, and Nieuport, or inland ports like Bruges, Ghent, and Brussels, which have been opened to sea-going vessels by means of ship canals. The port of Antwerp lies on the right bank of the Scheldt, fifty-five miles from the sea. The river which gives access to it is winding and encumbered in its wider parts by sandbanks; but in spite of this the port is accessible, in the daytime and on a flood tide, by vessels of any size. It is located on the main highway of commerce between Europe and the other continents, and it is on the crossways of the important waterways and the highly developed railroads of the Continent. The immediate hinterland comprises, besides Belgium—which is covered by the densest network of waterways and railroads—the north and east of France, the Grand Duchy of Luxemburg, a part of Switzerland, the north of Italy, the Rhine Valley, Rhenish-Westphalia, and such centres as Dusseldorf, Essen, Cologne, Frankfurt-am-Main, and Mannheim.

For commercial purposes, the importance of Antwerp is only approached by that of Ghent, which, situated at the junction of the Lys and the Scheldt, is by nature of its location a great centre of communications; numerous railways and canals meet here. However, this as well as the other ports of Belgium are of less significance to Canadian exporters than Antwerp, through which all Canadian exports to Belgium are shipped.

#### STEAMSHIP SERVICES

Appended is a list of steamship companies maintaining services of freight steamers or motor-ships between Canadian ports and that of Antwerp:—

Canadian Port	Steamship Line	Canadian Agents	Services
Montreal (summer)	Canadian Pacific	Canadian Pacific, Foreign	At intervals of
St. John, N.B. (winter)		Freight Dept., Board of	from one to
		Trade Building, Montreal	two weeks
St. John, N.B. (winter)	County Line	Canada Steamship Lines,	Fortnightly
		Montreal	
Halifax	Red Star Line	Red Star Line, Montreal	Fortnightly
Vancouver, B.C.	North German Lloyd	Dodwell & Co., Ltd.,	Monthly
		Vancouver	
Vancouver, B.C.	Hamburg Amerika Line	Dingwall, Cotts & Co.,	Monthly
		Vancouver	
Vancouver, B.C.	Interocean Line	Canada Shipping Co., Ltd.,	Monthly
		Vancouver	
Vancouver, B.C.	Cie Générale Transatlantique (French Line)	Empire Shipping Co., Ltd.,	Monthly
		Vancouver	

#### REPRESENTATION

Belgian import trade is chiefly effected through agents or brokers selling on a commission basis; importing firms buying on their own account and having exclusive rights to cover the whole of Belgium; sales outright to importing firms without any agreement as regards exclusive sale; resident factory representatives; or branch organizations established in the country. The most prevalent modes of distribution of imported goods in the Belgian market are, depending upon the nature of the article, through commission agents or importing firms, both with exclusive selling rights, food products and feeding stuffs being preferably distributed through the latter. In the case of goods enjoying a wide sale factory representatives and branch organizations are the most successful, and the latter are to be recommended as being the most effective means for securing maximum distribution.

Selling by correspondence, although this method is not altogether satisfactory, may be justified in the case of commodities for which occasional orders only are given, or when the number of possible customers would not justify the appointment of an agent.

Distribution through travelling salesmen would hardly seem to be feasible in respect to Canadian products; the non-Belgian salesman is at a distinct disadvantage in comparison to an active agent. This remark does not, of course, apply to an exporter's representative visiting Belgium for the purpose of entering into personal contact with his agent and the latter's clients.

#### APPOINTMENT OF AGENT OR REPRESENTATIVE

Great care must be taken in the choice of a representative, special attention being given to reliability and business knowledge. If furnished with proper literature, quotations, samples, and other relevant data, the Trade Commissioner in Brussels will be able to make a preliminary survey of the market, report on sales prospects, and offer recommendations as to the best type of representative. But after this has been done, it is most desirable that where the expense is justified by the business offering, a representative of the Canadian exporter should visit Belgium for the purpose of studying thoroughly the requirements of the market, and of selecting and appointing an agent. On all such occasions, the Trade Commissioner should be notified in advance in order that he may be of the fullest assistance in selecting suitable agents.

Full information with respect to the standing of prospective agents should, under all circumstances, be obtained before they are appointed. Still more is it advisable to secure similar information in regard to buyers from whom the commission agent secures orders. Credit information may be procured from the leading local banks and from the Trade Commissioner's office in Brussels. Canadian banks have established connections with the local banking institutions, and they may also be able to furnish such information. Moreover, the Department of Trade and Commerce, Ottawa, can supply preliminary information on the financial standing of certain selected Belgian firms.

Belgian agents do not as a rule require a formal contract; an exchange of letters between the exporter and the agent of the importing firm is generally considered sufficient, the exporter stipulating the terms of the agreement as regards the period for which the agency is given, the territory to be covered, the commission to be granted, and the sales rights to be accorded, and the agent or importer acknowledging the exporter's letter. On the other hand, some Belgian firms insist upon a legally drawn up agreement established according to Belgian law.

The commission granted varies according to the nature of the goods and Belgian trade usage.

#### TERMS OF PAYMENT

Terms of payment prevailing in the Belgian market vary according to the nature of the goods, the country of origin, and the degree of reliability of the firm with which business is transacted; they extend from confirmed irrevocable credits opened by importers in favour of exporters in a bank at port of shipment for a limited number of commodities, cash against documents on presentation or after the arrival of the goods, down to short-term credits in the form of 30, 60, and 90 days' acceptances upon delivery of documents to importers, and (exceptionally) credits of four, six, to twelve months or more.

Very few Belgian firms will agree, except for such products as wheat, flour, fresh apples, and cheese, to open credits in New York or Canada.

Excluding the above four commodities, the customary terms for most of the Canadian products exported to Belgium are cash against documents on presentation. However, terms of cash against documents on arrival of the goods are sometimes requested, particularly as regards shipments from the Pacific



coast of Canada, owing to the long period elapsing between receipt of the documents and the arrival of the goods. In the first instance, the draft must be paid upon presentation of the documents; however, the buyer can, against a banker's guarantee, obtain possession of the goods before payment is effected. When no such guarantee has been given and there is a delay in the payment of the draft, the seller may give instructions to the bank holding the documents to have the draft protested, with the result that the name and address of the drawee is published in the *Moniteur des Protêts*, and to sell the goods for the account of the buyer, the loss, if any, to be recovered before a Tribunal of Commerce. In turn, terms cash against documents on arrival of the goods entitles the buyer to meet his draft only after the goods have arrived at the port, but before inspection, as he must have procured the bill of lading from the bank before being allowed access to the goods, and documents are obtained only after the draft has been honoured or a banker's guarantee has been given. It remains that when the goods are not up to sample or are damaged the buyer may have recourse to a formal arbitration, if an amicable settlement cannot be reached, and the seller has to make the necessary readjustments.

The desirability of forwarding documents in order that they arrive before or with the goods cannot be too strongly urged on Canadian exporters.

In respect to *del-credere*, it may be said that, except in the lumber trade, agents in this market rarely undertake to guarantee the payment of customers' accounts. When *del-credere* is assumed, an extra commission of from 2 to 2½ per cent is usually charged.

No fixed rule can be laid down in the matter of credit, but in considering this question exporters should satisfy themselves as to the reliability of the local agent, the nature of the foreign competition, competitive prices, and the status of the concern to whom credit is to be extended. Exporters must be cautious when credit is granted, and bank or other guarantees should be obtained whenever possible.

Credit is requested by Belgian purchasers in the case of machinery and some lines of manufactured goods.

Along with the question of granting credit is that of despatching goods on consignment. The policy of shipping goods on consignment is not without risk, but in the hands of a reliable and well-established agent the system has much to commend it, as agents possessing stocks for immediate delivery are in a much stronger position, especially as regards commodities regularly required in the Belgian market. When goods are shipped on consignment, it is advisable for exporters to demand, when feasible, payment as sales are effected to be guaranteed by a local bank. As a rule, Belgian agents are not averse to this mode of procedure. It may be added that some Belgian banks specialize in these transactions, the most notable being the Warrant S.A., at Antwerp and Brussels.

Consignment is frequently advisable in the case of trial shipments as a means for demonstrating the quality of Canadian products.

#### BANKING FACILITIES

The principal commercial banks in Belgium are the Banque de Bruxelles (Belgian), the Banque d'Anvers (Belgian), the Banque de Commerce (Belgian), Lloyds and National Provincial Foreign Bank (British), the Westminster Foreign Bank Ltd. (British), and the Guarantee Trust Co. of New York (American).

The above Belgian, British, and American banks act as correspondents for the Canadian banks, as follows:—

Canadian Banks	Correspondents in Belgium
Bank of Montreal.....	S.A. Banque de Bruxelles, 2, Rue de la Régence, Brussels.
Canadian Bank of Commerce.....	S.A. Banque d'Anvers, 48, Place de Meir, Antwerp.
Dominion Bank .....	S.A. Banque d'Anvers, 48, Place de Meir, Antwerp.
Imperial Bank of Canada .....	Lloyds and National Provincial Foreign Bank, 2, Place Royale, Brussels.
Bank of Nova Scotia .....	Westminster Foreign Bank Ltd., 2, Rue Treurenberg, Brussels.
Royal Bank of Canada .....	Westminster Foreign Bank Ltd., 2, Rue Treurenberg, Brussels.
Bank of Toronto .....	Guarantee Trust Co. of New York, 27, Avenue des Arts, Brussels.
Banque Canadienne Nationale .....	S.A. Banque de Bruxelles, 2, Rue de la Régence, Brussels.

#### QUOTATIONS

Quotations c.i.f. Antwerp are invariably required, Belgian concerns being quite indisposed to take into consideration prices f.o.b. factory or f.a.s. Canadian port, as it is very difficult to obtain in Belgium Canadian inland freight rates or ocean freight rates and insurance, whereas these rates may easily be ascertained by Canadian exporters. Quotations may be in Canadian or American currency, in pounds sterling, or in Belgian francs. The metric system of weights and measures should be employed, whenever possible, in quotations to Belgian firms. In addition, to enable the Belgian purchaser to estimate the laid-down costs, a statement of the gross and net weights per unit quoted is advisable. (The rates of duty on the majority of products entering Belgium is based upon weight, either gross or net, and not on value.)

Quotations should be accompanied by recent catalogues and literature, and the fullest information should be extended in connection with the commodity offered. If not too bulky, samples should be sent. Time of delivery, terms, discounts, etc., should be clearly indicated.

As competition is very keen, Canadian exporters when quoting for the Belgian market should give their lowest prices.

#### ADVERTISING

For the introduction of a new product, or for the promotion of the sale of goods which have to face keen competition in this country, judicious advertising in the two official languages of Belgium, French and Flemish, and in accordance with Belgian practice, and adapted to the psychology of the people, may render valuable services. Commercial advertising in Belgium is done through the usual channels of publicity; among these, display signs in public vehicles and cinematographic projections are said to be very effective.

#### TRADE FAIRS

Several trade fairs, of which exporters should take advantage, are held in Brussels. The most important is the Foire Commerciale Officielle et Internationale, which attracts exhibitors from many countries; it takes place in April and extends for fifteen days. Exhibitions of foodstuffs, of agricultural machinery and implements, of radio apparatus, of boots and shoes, of building materials, etc., are held from time to time.



## NETHERLANDS DRIED APPLE MARKET

J. C. MACGILLIVRAY, CANADIAN TRADE COMMISSIONER

[One kilo equals 2.2 pounds; one metric ton equals 2,205 pounds]

Rotterdam, December 16, 1932.—The Netherlands dried apple market is dull. Buyers are reported to be well stocked, and there is very little demand for new supplies. Total imports during the first eight months of the year came to 2,411 metric tons by weight and \$318,000 gold by value. In comparison with the same period of 1931, the quantity has contracted by 25 per cent and the value is halved. Of the imports, 2,265 metric tons (\$304,000) are credited to the United States, 102 tons (\$8,400) to Germany, and 32 tons (\$3,600) to Canada. There have been no imports from Canada since June.

Very few quotations on this season's crop have been received, and these have been non-competitive.

Current prices are low and vary somewhat, depending on the shipper. Washington/Oregon rings are offered at \$6.25 for choice quality and at from \$6.75 to \$6.90 for extra choice. Extra choice quarters from the same States have been quoted at \$7.40 to \$7.60; Californian choice quarters run from \$7.25 to \$7.40, while from \$6 to \$6.10 is being asked for choice Californian rings and \$6.50 for extra choice rings. The quality of New York State rings is reported to be above average, with prices between \$6.75 and \$6.50 for prime quality. New York State has also been asking \$2.40 to \$2.50 for cores and skins, which is high in comparison with shippers in Virginia who have sold at \$2.20.

The foregoing figures are all per 50 kilos c.i.f. Rotterdam.

## MARKET FOR TOY BALLOONS IN ITALY

A. B. MUDDIMAN, CANADIAN TRADE COMMISSIONER

[NOTE.—One lira equals \$0.0528 Canadian at par]

Milan, November 26, 1932.—There is a fairly large market for toy balloons in Italy. Domestic production is estimated at 80 per cent of requirements, the remainder being supplied by importations from Belgium, Germany, and the United States. Apparently imports from Belgium are heaviest, the Belgian product being reported of better quality than the local and lower in price than German and American balloons. The demand is for the ordinary standard types and colours, with an apparent preference for the uni-coloured product, the market requirements for which are chiefly supplied by domestic manufacture.

Toy balloons are produced in Italy by a number of small concerns. The material used is rubber sheeting, called "English sheets," of fine quality and generally one-fifth of a millimetre in thickness, supplied for the most part by the Italian rubber factory of Pirelli.

Foreign toy balloons are imported just before the opening of the selling season, which extends from November to March, so that orders should be solicited towards the end of the summer months.

Toy balloons are classified under the Italian tariff as manufactures of rubber. The duty on cut-sheet manufactures is 660 lire (\$34.84) per 100 kilos (220 pounds) or 15 cents per pound. On other manufactures of rubber the rate is 429 lire (\$22.65) per 100 kilos, or 10 cents per pound. In each case there is an additional duty of 15 per cent ad valorem.

## CONDITIONS IN CENTRAL CHINA

L. M. COSGRAVE, CANADIAN TRADE COMMISSIONER

Shanghai, December 2, 1932.—There has been little recent change in the main trading conditions in China, uncertainty regarding the outcome of the Geneva discussions in connection with the Manchurian problem being the chief factor in retarding any general improvement. The main efforts of the Central Government now appear to be devoted to severe financial retrenchment with a view to meeting outstanding liabilities, and progress appears to have been made in the suppression of the numerous bandit armies in the interior Yangtze provinces and Fukien.

Trading in main commodities improved slightly during November, although the recent difficulties in Shanghai and Szechuen province have delayed the clearance of stocks from the chief coastal ports.

Despite the prevailing boycott against Japanese products, considerable movement is noted in a number of commodities manufactured in Japan, the low rate of the yen affording competition with other foreign sources of supply which they are practically unable to meet. Imports from Russia have also shown an increase, particularly in lumber, oils, and soaps, and in certain classes of machinery.

The result of the continued low exchange value of the Australian pound also makes for the steady increase in sales of Australasian products, particularly wheat, wheat flour, butter, cheese, and meat products, wheat being quoted at prices ranging from 5 per cent to 7 per cent below, and agricultural products at from 10 per cent to 15 per cent below the lowest Canadian quotations. Prices of Australian wheat, however, are reported to be firming up, with the result that mills in China are tending to withhold forward orders. It is possible therefore that prices as between Canada and Australia may become more competitive within the next month, when the rapid delivery from Canada should prove of definite advantage.

The recent successful issue of a \$6,000,000 (Mex.) loan by large British interests to the Municipality of Greater Shanghai for the reconstruction of Chapei is expected to result in increased building activity which should react favourably on a number of imports of building materials, structural steel, lumber, and similar products.

Strenuous efforts are being made by the Central Government to reorganize the China Merchants Steamship Company, the largest individual coastal shipping line in China, and these, if successful, should be of assistance in stabilizing trading conditions and distributing facilities.

The visit of a representative of the British Columbia lumber industry has resulted in an increased interest in and knowledge of Canadian lumber products and particularly in the use of hemlock and cedar creosoted railway sleepers for use on the Chinese Government Railways. It is confidently expected that his visit will prove of definite value to British Columbia and provide new openings for Canadian timber products. The importance of expert and intelligent investigation of the China market by Canadian producers can hardly be overstated, and it is hoped that export representatives, particularly of the wheat, wheat flour and other agricultural products industries will make a point of investigating this market.

The success achieved in the Far East by other exporting countries—the United States, Great Britain, Norway, and France—has been primarily due to the personal investigation made by leading industrialists of these countries, working in conjunction with the resident official representatives.



## CHINA'S IMPORT TRADE IN 1931

L. M. COSGRAVE, CANADIAN TRADE COMMISSIONER

[NOTE.—The equivalent of the Haikwan tael at average sight exchange during 1931 was U.S. G\$0.34]

Shanghai, November 24, 1932.—The total value of merchandise imported into China from overseas during 1931 was 1,433,489,194 Haikwan taels as compared with 1,309,755,742 taels in 1930, showing an increase of 123,733,452 taels. These imports were distributed over twenty-two main groups as follows:—

	1930 Haikwan Taels	1931 Haikwan Taels
Artificial silk yarn and floss and artificial wool yarn..	15,279,857	19,059,675
Building materials . . . . .	6,785,966	5,792,025
Chemicals, medicines, drugs and fertilizers . . . . .	51,038,355	54,540,698
Coal, fuel, pitch and tar . . . . .	25,359,487	21,911,657
Cotton, raw . . . . .	132,265,669	179,082,246
Earthenware, glassware, enamelled ware, stone and manufactures of earth . . . . .	13,453,419	5,836,585
Electrical materials and fittings . . . . .	17,299,566	18,411,249
Fishery products . . . . .	25,853,222	23,561,286
Foodstuffs, animals, agricultural and pastoral products	242,030,497	187,730,105
Jewellery, timepieces, fancy goods and musical instruments . . . . .	10,942,573	9,357,752
Leather, rubber and manufactures thereof . . . . .	17,431,073	20,757,099
Machinery, vehicles, aeroplanes, railway and tramway materials . . . . .	73,808,387	72,613,059
Metals and metal manufactures and minerals . . . . .	89,933,051	89,183,227
Oils, waxes, resins, dyes, paints and varnishes . . . . .	115,157,350	150,574,707
Paper and paper products, including wood pulp, books and stationery . . . . .	43,834,560	52,992,609
Telephone, telegraph and wireless materials . . . . .	7,098,800	9,534,076
Textiles, apparels, fibres and yarns (not including raw cotton, artificial silk and woollen yarns) . . . . .	220,420,881	217,113,997
Timber . . . . .	23,177,570	34,684,680
Wheat and wheat flour . . . . .	43,185,834	116,252,897
Wines, spirits, ales, beverages and tobacco . . . . .	65,170,269	68,955,402
Wood, cane, wicker and manufactures thereof . . . . .	15,021,610	15,446,301
Miscellaneous (including postal parcels) . . . . .	55,207,746	60,097,862
Total imports . . . . .	1,309,755,742	1,433,489,194

The chief conclusion to be drawn from the figures is that there has been a steady expansion in the Chinese industrial field and a noticeable trend towards manufacturing and production to meet the country's more pressing requirements. This is chiefly due to the increasing duties on the majority of imported manufactured commodities, added to the greater knowledge of foreign methods of production and manufacture. In addition, many foreign firms who have been exporting and distributing in China for many years are taking the long view by utilizing China's almost unlimited man-power, which has shown itself extremely adaptable to modern industrial training, and are establishing numerous assembly plants and industries to complete the manufacture of products formerly imported in a fully assembled condition.

Generally speaking, it may be said that China has shown, during the difficult year under review, a trade resiliency which justifies the faith of those exporting countries which have maintained their contacts and sales organizations in China under conditions which ordinarily would have resulted in drastic reductions. China appears to have overcome the severe depression which resulted from the sudden drop in the value of silver during the previous year, 1930, and imports as a whole approached closely, and in many cases exceeded, the figures for 1929.

In the analysis of imports which follows, the Chinese Customs unit known as the Haikwan tael has been used in preference to the gold dollar owing to the

fluctuations in exchange. During 1929 the average value of the Haikwan tael was U.S. G\$0.64, whereas in 1930 it was only U.S. G\$0.46 and in 1931 had dropped to U.S. G\$0.34. Conversion of the tael figures into gold dollars is obviously misleading and impracticable for the purpose of this report.

In addition, the fact that no preferential tariffs exist between China and other countries results in numerous imports being ascribed to other than the real countries of origin due to transshipments, use of other countries' shipping, and purchases from indirect sources.

Additional difficulty arises also in the very large figures invariably shown for imports emanating from Hongkong, due to the fact that Hongkong is a free port, other than for tobacco and spirituous liquors, and, as a result, is the leading entrepôt for a large percentage of the exports from Europe, the Middle East, and Australasia.

#### CANADA'S SHARE IN THE IMPORT TRADE

Canada's share in the merchandise imported during 1931 amounted to 22,610,458 Haikwan taels as compared with 13,514,939 taels in 1930—an increase of 9,095,519 taels. Below are shown the main groups of imports in which Canada participated:—

	1930 Haikwan Taels	1931
Artificial silk yarn and artificial woollen yarn . . . . .	939	24,161
Building materials . . . . .	113	25,565
Chemicals, medicines, drugs and fertilizers . . . . .	33,959	8,296
Earthenware, glassware, enamelled ware, stone, and manufactures of earth . . . . .	426	930
Electrical materials and fittings . . . . .	106,723	57,539
Fishery products . . . . .	1,249,209	1,117,940
Foodstuffs, animals, pastoral and agricultural products . . . . .	858,607	468,684
Jewellery, timepieces, fancy goods and musical instruments . . . . .	73,165	69,042
Leather, rubber and manufactures thereof . . . . .	56,255	63,873
Machinery, vehicles, aeroplanes, railway and tramway materials . . . . .	629,385	536,535
Metals and metal manufactures and minerals . . . . .	449,104	706,767
Oils, waxes, resins, dyes, paints and varnishes . . . . .	70,863	43,691
Paper and paper products, including wood pulp, books and stationery . . . . .	263,383	64,340
Telephone, telegraph and wireless materials . . . . .	26,820	24,848
Textiles, apparels, fibres and yarns (not including raw cotton, artificial silk and artificial woollen yarns) . . . . .	60,606	60,045
Timber . . . . .	1,748,061	3,409,718
Wheat and wheat flour . . . . .	7,379,232	15,578,624
Wines, spirits, ales, beverages and tobacco . . . . .	38,010	37,693
Wood, cane, wicker and manufactures thereof . . . . .	18,380	29,384
Miscellaneous . . . . .	382,310	282,519
Total . . . . .	13,514,939	22,610,458

#### JAPANESE TRADE IN ALCOHOLIC BEVERAGES

P. V. McLANE, ASSISTANT TRADE COMMISSIONER

Kobe, November 21, 1932.—The principal alcoholic beverages produced in Japan are sake and beer, the former, brewed from rice, being the national drink. The chief centre of production is in Hyogo prefecture, but it is also produced in Fukuoka, Hiroshima, Kyota, Okayama, and Aichi. The quality of the water has been an important factor in the choice of localities for this industry. The number of breweries is estimated at 10,600; production in 1930 was 156,078,000 gallons valued at 282,807,421 yen. The excise tax on sake is 36 yen per 39.7 gallons for the unrefined and 40 yen and over for the refined product, depending on the alcoholic content. There are no imports of sake; exports in 1931 amounted to approximately 530,000 gallons valued at 1,794,699 yen. China, Hongkong, Canada, Russia, and the Philippines are among the destinations, and consumption is almost entirely confined to Japanese residents in these countries.



While sake has been brewed in Japan for centuries, beer was introduced by foreigners only about fifty years ago. Production has undergone gradual development until this beverage has become a popular one throughout the country. In 1930 production amounted to 54,777,200 gallons valued at 79,936,644 yen. The excise tax on beer is 25 yen per 39.7 gallons.

There are no statistics available on the importation of beer into Japan, but the quantity is negligible and comprises a few well-known brands of English and German ale and beer, which are very high in price. Exports of Japanese beer, on the other hand, are considerable, amounting to 1,454,489 gallons valued at 3,034,543 yen in 1931. These exports go to Kwantung Province, China, British India, Dutch India, Hongkong, Straits Settlements, Siam, and the Philippines.

Other alcoholic beverages produced in Japan are a kind of port wine and whisky. The production of port wine in 1930 amounted to 2,429,300 gallons valued at 4,161,980 yen. This wine as well as the whisky of domestic production is consumed principally by the Japanese. No statistics are available of the production of whisky. The quality is inferior to that of imported whisky. One manufacturer is advertising a brand that has been aged nine years in the wood and is produced in a modern distillery.

#### IMPORTS

The total imports of alcoholic beverages into Japan in 1931 amounted to 560,526 gallons valued at 1,810,506 yen. Slight decreases during each of the last few years are recorded. Wines, both bottled and in bulk, are the most important of the beverages and were valued at 732,716 yen in 1931 as against 826,282 yen in 1930. These wines are consumed mostly by foreigners resident in Japan. The chief sources of supply are France, Spain, Great Britain, Italy, and Portugal. The duty on wines varies according to the kind, the alcoholic content, and method of packing (bottled or in bulk). Champagne, which is given a separate classification, was imported in 1930 to the amount of 10,854 gallons valued at 111,348 yen, a slight increase over the previous year. France was the chief source of supply.

Whisky in bottles and in bulk ranks next in importance to wines, imports of this product in 1931 amounting to 76,546 gallons valued at 578,006 yen. The chief source of supply is Great Britain, with small quantities from Canada. Trade in this commodity is highly competitive and profits are not large. While many different brands of whisky are offered on the market, except in the case of four or five well-known and well-advertised brands, sales are limited. Scotch whisky is not used to any great extent by the Japanese. Imports from Canada consist principally of rye whisky, which is finding an increasing preference among the Japanese, by whom it is used chiefly for making mixed drinks or cocktails. As price is a dominant factor in this trade, there is quite a demand for low-priced brands of rye whisky. The duty on whisky is 100 per cent ad valorem.

Imports of gin are not listed separately, but according to the trade they are much smaller than those of whisky. Sales are almost entirely confined to a few well-known and well-advertised brands. No Canadian gin is on the Japanese market, but it should be possible to develop a trade if the necessary attention is devoted to the market and low prices are quoted. The duty on gin is also 100 per cent ad valorem.

## SPINNING FACTORY EXTENSIONS IN JAPAN

J. A. LANGLEY, COMMERCIAL SECRETARY

Tokyo, December 2, 1932.—Owing to the growing demand for manufactured rather than grey cloth in foreign countries, several Japanese spinning companies have decided either to build special factories or to expand their productive equipment. The Kanegafuchi Spinning is enlarging the capacity of its Yodo factory in Osaka, and the Toyo Spinning has decided to build a new plant at Hirakata. Both the Dai Nippon Spinning and the Toyoda Spinning and Weaving also have decided to increase capacities. The Nisshin Spinning is now building a special factory for manufacturing bleached cloth at Okazaki in Aichi prefecture. This factory is to be equipped with 600 looms, and it has also been decided to erect a mill with 42,000 spindles and 1,000 looms in a suburb of Toyama in Toyama prefecture. There are many other spinning companies planning to produce export cloth instead of that for domestic consumption. Weavers of Ome in Tokyo prefecture have changed their policy and are manufacturing cloth for export. They have already installed about 800 looms and intend to increase them to about 2,000 before March.

Production of cotton cloth during October amounted to 130,573,186 yards, showing gains of 110,564 yards over September and 9,666,982 yards over the same period of last year.

Production of Japan's leading industrial articles for the first nine months of this year has shown no marked difference from the corresponding period of last year due to the fact that nearly all industries, even where there was a growing demand, have endeavoured to curtail production in order to maintain prices.

## TARIFF CHANGES AND CUSTOMS REGULATIONS

### India Approves Trade Agreement with United Kingdom

Mr. R. T. Young, Canadian Trade Commissioner in Calcutta, cables that the United Kingdom-India Trade Agreement, signed at the recent Imperial Economic Conference in Ottawa, was ratified by the Government of India on December 6, and a bill amending the tariff in accordance with the agreement passed the Legislative Assembly on December 15. The agreement will go into force as from January 1, 1933.

The majority of the items affected by the trade agreement with the United Kingdom were formerly assessed at 25 per cent ad valorem. It is proposed to lower these rates on United Kingdom goods to 20 per cent ad valorem and to increase the rate under the general tariff to 30 per cent ad valorem. The rate on articles affected by this measure now dutiable at 50 per cent ad valorem is to be reduced to 40 per cent on United Kingdom goods and to remain at 50 per cent under the general tariff. Motor cars are to remain at 37½ per cent ad valorem general tariff, and are to be lowered to 30 per cent ad valorem when of United Kingdom origin. Shoes are to remain at 30 per cent ad valorem plus a minimum duty of 5 annas (approximately 6 cents) per pair under the general tariff, and to be reduced to 20 per cent ad valorem plus 5 annas per pair when of United Kingdom origin. Wireless apparatus is to remain at 50 per cent ad valorem general tariff, and is to be reduced to 40 per cent ad valorem when of United Kingdom origin.

The bill also makes provision for special rates lower than the general tariff for colonial products, including dry salted fish, spices, bitters, rum, tea, and coffee.



## Tariff Preferences in the British West Indies

### GRENADA

The Legislative Council of Grenada, on November 16, 1932, passed an amendment to the Customs tariff, which includes changes that implement the trade agreement between Canada and the United Kingdom, made at the Imperial Economic Conference. Increased preferences are provided on the following items:—

	British Preferential Tariff	General Tariff
Boots, shoes, and slippers—		
Rubber and canvas, value 3s. and under per pair, per pr.	Free	1s.
Rubber and canvas, value over 3s. per pair .. per pair	4d.	1s. 4d.
Butter . . . . .per 100 lbs.	8s. 4d.	20s. 10d.
Motor bicycles or tricycles . . . . .ad val.	15%	35%
Motor cars and parts . . . . .ad val.	15%	35%
Motor lorries and vans . . . . .ad val.	15%	35%
Cement . . . . .per cask of 400 lbs.	1s.	4s.
Coffee, raw or roasted, ground or otherwise prepared, and including coffee substitutes, extracts and essences, per lb.	4d.	6d.
Hardware . . . . .ad val.	15%	25%
Hosiery of cotton and artificial silk, value 6 pence and under per pair . . . . .per pair	Free	6d.
Hosiery of cotton and artificial silk, value over 6 pence per pair . . . . .per pair	3d.	9d.
Hosiery of silk . . . . .per pair	9d.	1s. 6d.
Agricultural implements and tools . . . . .ad val.	Free	5%
Motor spirits, including benzine, benzoline, gasolene, naphtha and petrol spirits generally . . . . .per gal.	10d.	1s. 3d.
Onions . . . . .per 100 lbs.	4s. 2d.	6s. 3d.
Crates for packing fruit and vegetables for export .ad val.	Free	10%

In addition to the above rates there is a surtax of 15 per cent of the duty in each case.

The British preferential tariff applies to Canada.

### VIRGIN ISLANDS

Mr. Wm. Frederick Bull, Acting Trade Commissioner in Trinidad, writes under date December 3, 1932, that the British Virgin Islands, which make up the smallest Presidency in the Leeward Islands group, on October 18 increased the preference granted Empire rubber boots and shoes and canvas boots and shoes with rubber soles; butter; motor vehicles of all kinds, parts and tires; hardware; and hosiery. The new rates of duty, which were passed to implement the agreements of the Ottawa Conference, are as follows:—

	British Preferential	General Rate
Rubber boots and shoes and canvas boots and shoes with rubber soles . . . . .	6% ad val.	6% ad val. plus 1s. per pair
Butter . . . . .	4s. 2d. per 100 lbs.	16s. 8d. per 100 lbs.
Motor bicycles, tricycles and parts thereof . . . . .	8% ad val.	28% ad val.
Motor cars and motor vehicles and parts thereof . . . . .	8% ad val.	28% ad val.
Hardware . . . . .	8% ad val.	18% ad val.
Hosiery—		
Cotton and artificial silk . . . . .	8% ad val.	8% ad val. plus 6d. per pair
Silk . . . . .	8% ad val.	8% ad val. plus 9d. per pair
Other kinds . . . . .	8% ad val.	12% ad val.

In addition to the above, a surtax of 2 per cent is charged in respect of all goods subject to customs duties. The total imports into the Virgin Islands in 1930, the latest year for which statistics are available, were valued at £14,360. Owing to more direct steamship connections and to the general low British preferential rate, the United States is the chief source of supply.

Imports from Canada are subject to the British preferential rate of duty.

## ST. LUCIA

Mr. W. F. Bull, Acting Trade Commissioner in Trinidad, writes under date December 5, 1932, that the Legislative Council of St. Lucia on November 10, 1932, implementing the Ottawa agreements, increased the Empire preference on rubber boots and shoes and canvas boots and shoes; table butter; motor vehicles of all kinds, parts and tires; hosiery; and hardware. The new rates are as follows:—

Article	British Preferential	General Tariff
Rubber boots and shoes and canvas boots and shoes . . . . .	15% ad val.	15% ad val. and 1s. per pr. 22½% ad val.
Other boots and shoes . . . . .	15% ad val.	22½% ad val.
NOTE.—The specific rate of 1s. per pair on the general tariff is exempt from 25% surcharge.		
Table butter . . . . .	2d. per lb. 13s. 4d. per 100 lb.	3½d. per lb. 20s. per 100 lb.
Ghee . . . . .	13s. 4d. per 100 lb.	20s. per 100 lb.
Butter substitutes, including butterine, oleomargarine and cooking butter . . . . .	6¼% ad val.	26¼% ad val.
Bicycles, tricycles and motor cars and parts thereof made wholly from British material by British labour . . . . .	12½% ad val.	26¼% ad val.
Other motor cars and motor vehicles and parts thereof, including tires . . . . .	15% ad val.	15% ad val.
NOTE.—Free of 25% surcharge.		
Cotton and artificial silk hosiery . . . . .	15% ad val.	15% ad val. and 6d. per pr. 15% ad val. and 9d. per pr. 22½% ad val.
Silk hosiery . . . . .	15% ad val.	22½% ad val.
Other haberdashery and millinery . . . . .	15% ad val.	25% ad val.
NOTE.—The specific rate of 6d. and 9d. per pair on general tariff is exempt from 25% surcharge.		
Cash registers, casket hardware, house, office, cabinet or store furniture of iron or other metal . . . . .	15% ad val.	25% ad val.
Typewriters . . . . .	15% ad val.	25% ad val.
Other hardware . . . . .	15% ad val.	25% ad val.

St. Lucia was at one time the chief coaling port in the West Indies, as this is the only island in this territory where ships can come alongside the wharf. With the increased use of fuel oil, the bunkering business has steadily dwindled, and as a result the volume and value of most import items have fallen off.

Canada was formerly the principal source of supply for rubber-soled shoes which are in general use. Japanese imports have been increasing and during the present year practically replaced the cheaper grades of Canadian shoes. In 1931 1,596 dozen pairs of shoes of all kinds valued at £3,879 were imported into St. Lucia, of which the United Kingdom supplied 639 dozen pairs (£2,316), Canada 447 dozen pairs (£873), and Japan 275 dozen pairs (£295).

Table butter, which formerly was for the most part supplied by Canada, has recently been imported from Australia and Denmark. Australian and New Zealand butters, due to the premium on Canadian exchange, have recently replaced Canadian butter in most of these markets.

In 1931, eighteen motor cars valued at £3,244 were imported into St. Lucia, of which the United States supplied nine, the United Kingdom five, and Canada four.

In the past the bulk of the imports of cheap cotton and artificial silk hosiery has been supplied by the United States, and to a smaller extent by Japan. The silk hosiery business is held chiefly by Canadian firms.

Hardware has been supplied largely from the United Kingdom, Germany, and the United States.

In addition to the above rates of duty there is a surtax of 25 per cent of the duty paid charged on these goods with the exceptions as noted in the table. Ad valorem duties are calculated on the c.i.f. value of the goods, containers, etc. Canadian goods are subject to the British preferential rates of duty.



## AGREEMENTS WITH IRISH FREE STATE AND SOUTHERN RHODESIA IN FORCE

Arrangements have been made for bringing into force as from January 2, 1933, the trade agreements concluded between Canada and the Irish Free State, and between Canada and Southern Rhodesia, at the recent Imperial Economic Conference. The text of the trade agreement with Southern Rhodesia was published in *Commercial Intelligence Journal* No. 1506 (December 10, 1932), page 894, and with the Irish Free State in *Commercial Intelligence Journal* No. 1507 (December 17, 1932), page 934.

## FOREIGN EXCHANGE QUOTATIONS FOR WEEK ENDING DEC. 27

The Foreign Exchange Department of the Bank of Montreal has furnished the following statement of the nominal closing quotations for all the principal exchanges for the week ending December 27, 1932, with the official bank rate. Quotations for the week ending December 19, 1932, are also given for the sake of comparison:—

Country	Unit	Nominal Quotations in Montreal Week ending Dec. 19	Nominal Quotations in Montreal Week ending Dec. 27	Official Bank Rate
Austria	Schilling	\$ .1609	\$ .1605	6
Belgium	Belga	.1586	.1578	3½
Bulgaria	Lev	.0082	.0082	8
Czechoslovakia	Krone	.0339	.0338	4½
Denmark	Krone	.1976	.1966	3½
Finland	Markka	.0168	.0164	6½
France	Franc	.0447	.0444	2½
Germany	Reichsmark	.2726	.2718	4
Great Britain	Pound	3.8026	3.8011	2
Greece	Drachma	.0063	.0070	9
Holland	Guilder	.4601	.4580	2½
Hungary	Pengo	.2005	.1995	4½
Italy	Lira	.0586	.0583	5
Jugo-Slavia	Dinar	.0154	.0151	7½
Norway	Krone	.1959	.1961	4
Portugal	Escudo	.0351	.0349	6½
Roumania	Leu	.0068	.0068	7
Spain	Peseta	.0934	.0930	6
Sweden	Krona	.2073	.2080	3½
Switzerland	Franc	.2207	.2194	2
United States	Dollar	1.1456	1.1400	2½
Argentina	Peso (Paper)	.2964	.2949	—
Brazil	Milreis	.0859	.0855	—
Chile	Peso	.0701	.0689	4½
Colombia	Peso	1.0969	1.0944	5
Mexico	Peso	.3731	.3618	6-7
Peru	Sol	.2062	.2109	6
Venezuela	Bolivar	.2004	.1995	—
Uruguay	Peso	.5417	.5386	—
Cuba	Peso	1.1448	1.1407	—
Hongkong	Dollar	.2480	.2451	—
India	Rupee	.2892	.2889	4
Japan	Yen	.2428	.2468	4.38
Java	Guilder	.4607	.4581	4½
Shanghai	Tael	.3199	.3135	—
Siam	Baht (Tical)	.....	.....	—
Straits Settlements	Dollar	.4398	.4402	—
New Zealand	Pound	3.4687	3.4674	—
British Guiana	Dollar	.7925	.7914	—
Jamaica	Pound	3.8100	3.7987	—
Other British West Indies	Dollar	.7925	.7914	—
Martinique	Franc	.0447	.0445	—
Guadeloupe	Franc	.0447	.0445	—
Australia	Pound	3.0435	3.0424	—
Egypt	Pound (100 piastres)	3.9001	3.8985	—





## NEW SHIPPING SERVICE FROM CANADA TO BRISTOL CHANNEL PORTS

Mr. Douglas S. Cole, Canadian Trade Commissioner in Bristol, writes under date December 5, 1932, that a new shipping service from Canada to Bristol and Cardiff will be inaugurated by Messrs. Charles Hill & Sons of Bristol in January. The sailings will be fortnightly beginning with the ss. *Boston City* from Halifax (the winter port) on January 6. An extended service will be given as soon as the St. Lawrence River is open to navigation.

Messrs. Charles Hill & Sons have been operating a North Atlantic shipping service uninterruptedly for fifty years; the trade is mainly between New York, Cardiff, and Bristol. The ships of the Bristol City Line are of sufficiently small tonnage to enable them to go direct to Bristol City docks, eliminating the additional handling at the port of Avonmouth, located seven miles below the city of Bristol, that would otherwise be necessary.

### PROPOSED SAILINGS FROM CANADIAN PORTS

*(The sailing dates are approximate, and subject to change without notice)*

#### From Halifax

*To Liverpool.*—Montcalm, Jan. 7 and Feb. 4; Duchess of Atholl, Jan. 15; Duchess of York, Jan. 21; Montclare, Jan. 28; Montrose, Feb. 11—all Canadian Pacific; Manchester Hero, Jan. 3; Manchester Commerce, Jan. 30—both Manchester Line; Nubian, Jan. 7; Mercian, Jan. 19—both Leyland Line; Nova Scotia, Jan. 14; Newfoundland, Feb. 4—both Furness Line; Antonia, Cunard Line, Jan. 22; Laurentic, Jan. 29; Adriatic, Feb. 12—both White Star Line.

*To London.*—Beaverhill, Jan. 7 and Feb. 11; Beaverford, Jan. 14; Beaverburn, Jan. 21; Beavercdale, Jan. 28; Beaverbrae, Feb. 4—all Canadian Pacific; Ascania, Jan. 7 and Feb. 4; Aurlonia, Jan. 15; Alaunia, Jan. 21—all Cunard Line; Corsican Prince, Jan. 10; Sardinian Prince, Jan. 31—both Furness Prince Line.

*To Southampton.*—Pennland, Red Star Line, Jan. 29.

*To Manchester.*—Manchester Hero (calls at Liverpool), Jan. 3; Manchester Citizen, Jan. 7; Manchester Commerce, Jan. 14; Manchester Brigade, Jan. 28; Manchester Merchant (calls at Liverpool), Jan. 30; Manchester Producer, Feb. 4; Manchester Division, Feb. 11—all Manchester Line; Nubian, Jan. 7; Mercian, Jan. 19—both Leyland Line.

*To Avonmouth, Cardiff and Swansea.*—Salacia, Jan. 9; Airthria, Jan. 23; Vardulia, Feb. 6—all Cunard-Donaldson Line; Boston City, Jan. 6; Bristol City, Jan. 20—both Bristol City Line (call at Bristol but not at Avonmouth and Swansea).

*To Glasgow.*—Concordia, Jan. 7; Sulairia, Jan. 22; Letitia, Feb. 4—all Anchor-Donaldson Line.

*To Newcastle, Hull and Leith.*—Cairnesk, Jan. 9; Cairnglen (calls at Dundee), Jan. 23; Cairncross, Feb. 6—all Cairn-Thomson Line.

*To Aberdeen and Hull.*—Marengo, Jan. 5; Francisco, Feb. 8—both Ellerman's Wilson Line.

*To Antwerp.*—Beaverhill, Jan. 7; Beaverford, Jan. 14; Beavercdale, Jan. 28; Beaverbrae, Feb. 4—all Canadian Pacific; Pennland, Jan. 29; Westernland, Feb. 12—both Red Star Line.

*To Hamburg.*—Beaverburn, Jan. 21; Beaverhill, Feb. 11—both Canadian Pacific.

*To Gothenburg.*—Lagaholm, Jan. 4; Ragnhildsholm, Jan. 25—both Swedish-American-Mexico Line (also call at Copenhagen); Drottningholm, Swedish-American Line, Jan. 20 and Feb. 20.

*To St. John's, Nfld., and St. Pierre-Miquelon.*—Belle Isle, Newfoundland-Canada SS., Jan. 7 and 21 and Feb. 4; Silvia, Furness-Red Cross Line, Jan. 14 and 28 and Feb. 11; Nova Scotia, Jan. 14; Newfoundland, Jan. 21 and Feb. 4—both Furness Line (do not call at St. Pierre); Portia, Newfoundland Ry. and SS. Co., Jan. 7 and 21 and Feb. 4 (does not call at St. Pierre).

*To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.*—Lady Nelson, Jan. 1 and Feb. 5; Lady Hawkins, Jan. 15 and Feb. 19; Lady Drake, Jan. 22—all Canadian National.

*To Santiago (Cuba) and Kingston (Jamaica).*—Andalusia, Jan. 4 and Feb. 1 (calls at Montego Bay and other Jamaican outports); Calabria, Jan. 18—both Pickford & Black, Ltd.

*To Bermuda, St. Kitts, Antigua, Guadeloupe, St. Lucia, Dominica, Martinique, Barbados, St. Vincent, Grenada, Trinidad, Demerara and Paramaribo.*—Moyra, Jan. 2 and Feb. 7; Zenda, Jan. 20—both Ocean Dominion SS. Corp.

*To Hamilton (Bermuda), Nassau (Bahamas), Kingston (Jamaica), and Belize (British Honduras).*—Cavelier (does not call at Hamilton or Nassau), Jan. 4 and Feb. 1; Lady Somers, Jan. 11 and Feb. 8; Cathcart (does not call at Hamilton or Nassau), Jan. 18 and Feb. 15; Lady Rodney, Jan. 25—all Canadian National.

*To St. Georges (Bermuda), Puerto Rico, St. Kitts, Antigua, St. Lucia, Guadeloupe, Martinique, Barbados, St. Vincent, Grenada, Trinidad and Demerara.*—Colborne, Jan. 7 and Feb. 11; Chomedy, Jan. 28—both Canadian National.

*To Tampico and Vera Cruz.*—A steamer, Canadian National, weekly.

*To Colombia, Ecuador, Peru and Chile.*—A steamer, Canadian National, monthly.

*To Brisbane, Sydney and Melbourne.*—Canadian Constructor, Canadian National, Jan. 27.

*To Auckland, Wellington, Lyttelton, Dunedin, Brisbane, Sydney and Melbourne.*—Canadian Scottish (calls at Napier and Bluff), Canadian National, Jan. 20.

### From Saint John

*To London.*—Beaverhill, Jan. 6 and Feb. 10; Beaverford, Jan. 13; Beaverburn, Jan. 20; Beavertale, Jan. 27; Beaverbrae, Feb. 3—all Canadian Pacific; Ascania, Jan. 6 and Feb. 3; Alaunia, Jan. 20 and Feb. 17—both Cunard Line.

*To Liverpool.*—Montcalm, Jan. 6 and Feb. 3; Duchess of Atholl, Jan. 14; Duchess of York, Jan. 20; Montclare, Jan. 27; Montrose, Feb. 10—all Canadian Pacific.

*To Manchester.*—Manchester Citizen, Jan. 5 and Feb. 9; Manchester Commerce, Jan. 12; Manchester Brigade, Jan. 26; Manchester Producer, Feb. 2—all Manchester Line.

*To Avonmouth, Cardiff and Swansea.*—Salacia, Jan. 6; Airthria, Jan. 20; Vardulia, Feb. 3—all Cunard-Donaldson Line.

*To Glasgow.*—Concordia, Jan. 5; Sulairia, Jan. 20; Letitia, Feb. 3—all Anchor-Donaldson Line.

*To Antwerp.*—Beaverhill, Jan. 6; Beaverford, Jan. 13; Beavertale, Jan. 27; Beaverbrae, Feb. 3—all Canadian Pacific; Brant County, Jan. 9; Grey County (calls at Havre), Jan. 24—both County Line.

*To Newcastle, Hull and Leith.*—Cairnesk, Jan. 7; Cairnglen (also calls at Dundee), Jan. 21; Cairnross, Feb. 4—all Cairn-Thomson Line.

*To Belfast and Dublin.*—Fanad Head, Jan. 3; a steamer, second half January—both Head Line (cargo accepted for Londonderry and Cork).

*To Rotterdam.*—Kings County, Jan. 9; Grey County, Jan. 24—both County Line.

*To Hamburg.*—Beaverburn, Jan. 20; Beaverhill, Feb. 10—both Canadian Pacific; Haimon, Hamburg-American North German Lloyd Line, Jan. 10 (calls at Bremen).

*To Alexandria, Port Said, Suez, Aden, Karachi, Bombay, Colombo, Madras, Rangoon and Calcutta.*—A steamer, American and Indian SS. (cargo accepted for other Eastern ports, also for British East African ports), Jan. 25 and Feb. 15.

*To Bermuda, St. Kitts, Nevis, Antigua, Montserrat, Dominica, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.*—Lady Hawkins, Jan. 11 and Feb. 15; Lady Drake, Jan. 18; Lady Nelson, Feb. 1—all Canadian National.

*To Bermuda, St. Kitts, Antigua, Guadeloupe, Dominica, Martinique, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad and Demerara.*—Zenda, Jan. 15 and Feb. 20; Moyra, Feb. 2—both Ocean Dominion Line.

*To Kingston and Jamaican Outports.*—San Benito, Jan. 5; Cuyamapa (also calls at Belize), Jan. 14; San Blas, Jan. 19; Esparata (also calls at Belize), Jan. 28; San Bruno, Feb. 2—all United Fruit Line.

*To South France and Italian Ports.*—Valfiorita, Lloyd-Mediterraneo-Italian Service, Jan. 20.

*To West and South African Ports and Beira.*—Cochrane, Elder Dempster Lines Ltd., Jan. 25.

*To Montevideo and Buenos Aires.*—A steamer, Canadian-South American Line, Jan. 20.



### From New Westminster

To London, Liverpool and Glasgow.—Pacific Trader, Jan. 1; Pacific Shipper, Jan. 17—both Furness Pacific Ltd. (also call at Manchester); Moveria, Jan. 12; Gracia, Jan. 26; Gregalia, Feb. 9; Cortona, Feb. 19—all Balfour Guthrie & Co.; Royal Star, American Mail Line, Feb. 3.

To London, Hull, Newcastle and Hamburg.—Empire Star, Jan. 7; Albion Star, Jan. 19—both American Mail Line.

To Liverpool, Glasgow, Southampton, Newcastle and Rotterdam.—Tacoma Star, American Mail Line, Jan. 5.

To United Kingdom Ports.—Jersey City, T. A. Lee & Holway Ltd., Jan. 7; Mariva, Royal Mail Lines, Jan. 8.

To Shanghai.—Corneville, Balfour Guthrie & Co., Jan. 4.

### From Vancouver

To Yokohama and Kobe.—Hiye Maru, Jan. 25; Heian Maru, Feb. 8—both Nippon Yusen Kaisha (call Osaka).

To Shanghai and Hongkong.—Selandia, Jan. 19; Jutlandia, Feb. 14—both East Asiatic Co.

To Yokohama, Kobe, Shanghai and Hongkong.—Ixiom (calls Miiki), Jan. 8; Tantalus, Jan. 29; Tyndareus (calls Miiki), Feb. 19—all Blue Funnel Line; Heian Maru, Jan. 12; Hikawa Maru, Jan. 26—both Nippon Yusen Kaisha (also call Osaka); Seattle, Jan. 18; Tacoma, Feb. 18—both Tacoma Oriental SS. (call Tsingtao, Dairen, Taku Bar and Otaru but not at Hongkong).

To Yokohama, Kobe, Shanghai, Hongkong and Manila.—Everett, Jan. 8; Olympia, Feb. 8—both Tacoma Oriental SS. (call Osaka, Iloilo, Cebu and Legaspi but not Shanghai); Empress of Japan (calls Honolulu), Jan. 14; Empress of Asia (calls Nagasaki), Jan. 28—both Canadian Pacific.

To Sourabaya, Samarang, Batavia, Singapore, Belawan Deli, Penang, Rangoon and Calcutta.—Silverguava, Jan. 17; Bengalen, Feb. 16—both Silver-Java Pacific Line.

To Honolulu, Suva, Auckland and Sydney.—Aorangi, Jan. 4; Niagara, Feb. 1—both Canadian-Australasian Line.

To Auckland, Wellington, Melbourne and Sydney.—Golden Cloud, Jan. 17; Golden Coast, Feb. 16—both Oceanic and Oriental Navigation Co.; Waihemo, Canadian-Australasian Line, Feb. 6 (calls Napier, Lyttelton and D'Amédin).

To Brisbane, Newcastle, Sydney, Melbourne and Adelaide.—Roxen, Jan. 15; a steamer, Feb. 15—both Empire Shipping Co.

To Liverpool, London, Southampton and Rotterdam.—Loch Monar, Jan. 1; Delftdyk, Jan. 14; Drecht dyk, Jan. 28; Loch Goil, Feb. 12—all Royal Mail Lines Ltd.

To London, Hull, Bergen and Oslo.—Abraham Lincoln, Jan. 21; Granville, Feb. 11—both Fred Olsen Line.

To Manchester.—Pacific Trader, Jan. 7; Pacific Shipper, Jan. 21; Pacific Reliance, Feb. 4—all Furness (Pacific) Ltd.

To Rotterdam, Hamburg, Copenhagen and Hull.—Europa, Jan. 14; Amerika (also calls Southampton), Feb. 9—both East Asiatic Co., Inc.

To Hamburg, Bremen and Antwerp.—San Francisco, Jan. 4; Este, Jan. 11; Oakland, Jan. 18; Witram, Jan. 25; Vancouver, Feb. 1; Seattle, Feb. 8; Witell, Feb. 15—all Hamburg-American-North German Lloyd Line.

To Havre, Dunkirk, Bordeaux and Antwerp.—San Antonio, Jan. 7; Washington, Jan. 20—both Empire Shipping Co., Ltd.

To Scandinavian Ports.—Balboa, Jan. 1; Annie Johnson, Jan. 14; Margaret Johnson, Feb. 3—all Johnson Line.

To Marseilles, Genoa, Leghorn, Venice and Trieste.—Fella, Jan. 5; Feltre, Feb. 4—both Empire Shipping Co.

To Port of Spain (Trinidad) and Bridgetown (Barbados).—A steamer, Canadian Transport Co. Ltd., January.

To Rio de Janeiro, Santos and Buenos Aires.—Brandanger, Empire Shipping Co., Jan. 5.

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**Note.**—Firms who desire information concerning ocean mail services may have their names placed on the mailing list of the Post Office Weekly Bulletin by applying to the Post Office Department.

CANADIAN GOVERNMENT TRADE COMMISSIONERS

**Argentine Republic**

HARRY A. SCOTT, B. Mitre 430, Buenos Aires (1). (Territory includes Chile and Uruguay.)  
*Cable address, Canadian.*

**Australia**

D. H. ROSS. Address for letters—Box 196C, G.P.O., Melbourne. Office—Safe Deposit Building, Melbourne. *Cable address, Canadian.*  
*Commercial Agent:* B. MILLIN, The Royal Exchange, Sydney, N.S.W.

**Belgium**

HENRI TURCOT, 98 Boulevard Adolphe Max, Brussels. *Cable address, Canadian.*

**Brazil**

A. S. BLEAKNEY. Address for letters—Caixa Postal 2164, Rio de Janeiro. Office—Ed. Da "A. Noite," Sala 802, Praca Maua. *Cable address, Canadian.*

**British West Indies**

*Trinidad:* ACTING TRADE COMMISSIONER. Address for letters—P.O. Box 125, Port of Spain. Office—Colonial Bank Building. (Territory includes Barbados, Windward and Leeward Islands, and British Guiana.) *Cable address, Canadian.*

*Jamaica:* F. W. FRASER, P.O. Box 225. Office—Canadian Bank of Commerce Chambers, Kingston. (Territory covers Jamaica, Hayti, the Bahamas, and British Honduras.)  
*Cable address, Canadian.*

**China**

L. M. COSGRAVE. Address for letters—P.O. Box 264, Shanghai. Office—Daily News Building, 17 The Bund, Shanghai. *Cable address, Canadian.*

PAUL SYKES. Address for letters—P.O. Box 160, Dairen, Manchuria. Office—Cornabe Building, 1 Higashi-Koen-Cho, Dairen, Manchuria. (Territory covers Manchuria.) *Cable address, Canadian.*

**Cuba**

E. L. MCCOLL. Address for letters—Apartado 1945, Havana. Office address—Royal Bank of Canada Building, Calle Aguiar 75, Havana. (Territory includes San Domingo and Puerto Rico.) *Cable address, Canadian.*

**Egypt**

YVES LAMONTAGNE. Address for letters—P.O. Box 1770, Cairo. Office—22 Shari Kasr el Nil, Cairo. (Territory includes the Sudan, Palestine, Cyprus, Iraq, Syria, and Persia.)  
*Cable address, Canadian.*

**France**

HERCULE BARRÉ, 3 rue Scribe, Paris (9). (Territory includes French Colonies in North Africa.) *Cable address, Cancomac.*

**Germany**

ACTING TRADE COMMISSIONER, Mönckebergstrasse 31, Hamburg. (Territory covers Germany—except the Rhine Valley—Czechoslovakia, Austria, and Eastern European countries.)  
*Cable address, Canadian.*

**Greece**

ACTING TRADE COMMISSIONER, 1 Corai Street, Athens. (Territory includes Turkey.) *Cable address, Canadian.*

**Hongkong**

V. E. DUCLOS. Address for letters—P.O. Box 80, Hongkong. Office—Gloucester Building, Hongkong. (Territory includes South China, the Philippines, British North Borneo, and Indo-China.) *Cable address, Canadian.*

**India and Ceylon**

R. T. YOUNG. Address for letters—P.O. Box 2003, Calcutta. Office—8 Esplanade Mansions, Government Place East, Calcutta. *Cable address, Canadian.*

**Irish Free State and Northern Ireland**

J. H. ENGLISH, 66 Upper O'Connell Street, Dublin, Irish Free State (*cable address, Canadian*); and 44 Ann Street, Belfast, Northern Ireland (*cable address, Adanac*).



1008 **CANADIAN GOVERNMENT TRADE COMMISSIONERS—Con.**

**Italy**

A. B. MUDDIMAN, Via Manzoni Nr. 5, Milan (102). (Territory includes Spain, Portugal, Gibraltar, Canary Islands, Malta, Italian Colonies in Africa, Albania, and Yugoslavia.) *Cable address, Canadian.*

**Japan**

*Tokyo:* J. A. LANGLEY, Commercial Secretary; RICHARD GREW, Trade Commissioner. Address for letters—P.O. Box F101, Tokyo Central. Office—Imperial Life Assurance Building, Marunouchi, Tokyo. *Cable address, Canadian.*

*Kobe:* ACTING TRADE COMMISSIONER. Address for letters—P.O. Box 230, Kobe. Office—Chamber of Commerce Building, Kobe. *Cable address, Canadian.*

**Mexico**

ACTING TRADE COMMISSIONER. Address for letters—Apartado Num. 126-bis, Mexico City. Office—Edificio Banco de Londres y Mexico, Num. 30, Mexico City. (Territory includes Guatemala, Honduras, and Salvador.) *Cable address, Cancoma.*

**Netherlands**

J. C. MACGILLIVRAY, Beursplein 26B, Rotterdam. (Territory includes the Rhine Valley and Switzerland.) *Cable address, Canadian.*

**Netherlands East Indies**

G. R. HEASMAN. Address for letters—P.O. Box 84, Batavia, Java. Office—Chartered Bank Building, Melacca St., Batavia, Java. (Territory includes Straits Settlements, Federated Malay States, and Siam.) *Cable address, Canadian.*

**New Zealand**

C. M. CROFT. Address for letters—P.O. Box 33, Auckland. Office—Yorkshire House, Shortland Street, Auckland. (Territory includes Fiji and Western Samoa.) *Cable address, Canadian.*

**Norway**

F. H. PALMER, Jernbanetorget 4, Oslo. (Territory includes Scandinavian countries and Finland.) *Cable address, Canadian.*

**Panama**

J. A. STRONG. Address for letters—P.O. Box 222, Panama City. Office—Royal Bank of Canada Building, Santa Ana Plaza, Panama City. (Territory includes Venezuela, Colombia, Nicaragua, and Costa Rica.) *Cable address, Canadian.*

**Peru**

C. S. BISSETT. Address for letters—Casilla 1212, Lima. Office—Calle Coca, 478, Lima. (Territory includes Bolivia and Ecuador.) *Cable address, Canadian.*

**South Africa**

G. R. STEVENS. Address for letters—P.O. Box 683, Cape Town. Office—Cleghorn & Harris Building, Alderley Street, Cape Town. (Territory includes Southwest Africa, the Rhodesias, Nyasaland, Tanganyika Territory, and Kenya Colony.) *Cable address, Cantracom.*

**United Kingdom**

*London:* HARRISON WATSON, Canada House, Trafalgar Square, S.W.1. (Territory covers Home Counties, Southeastern Counties, and East Anglia.) *Cable address, Sleighing, London.*

*London:* J. FORSYTH SMITH, Fruit Trade Commissioner, Walter House, Bedford Street, Strand, W.C.2. *Cable address, Canfrucum.* (Territory—for fresh fruit only—covers United Kingdom, Norway, Denmark, Sweden, France, Holland, Belgium, Germany, and Spain.)

*London:* W. A. WILSON, Animal Products Trade Commissioner, Canada House, Trafalgar Square, S.W.1. *Cable address, Agrilson.*

*Liverpool:* H. R. POUSSETTE, Century Bldgs., 31 North John Street. (Territory covers North of England, Lincolnshire, North Midlands, and North Wales.) *Cable address, Canadian.*

*Bristol:* DOUGLAS S. COLE, Northcliffe House, Colston Avenue. (Territory covers West of England, South Wales, and South Midlands.) *Cable address, Canadian.*

*Glasgow:* GORDON B. JOHNSON, 200 St. Vincent Street. *Cable address, Cantracom.*

**United States**

*New York City:* FREDERIC HUDD, 25 Broadway. (Territory includes Bermuda.) *Cable address, Cantracom.*

**Note.—Bentley's Second Phrase Code is used by Canadian Trade Commissioners.**

# INDEX

TO THE

## COMMERCIAL INTELLIGENCE JOURNAL

SIX MONTHS ENDING DECEMBER, 1932

Nos. 1483 to 1509

VOL. XLVII

A	PAGE	Antigua	PAGE
<b>Adding and Calculating Machines</b>		<i>See</i> British West Indies	
Germany, imports from Canada in 1931 . . . . .	224	<b>Apparel</b>	
<b>Advertising Matter</b>		British West Indies, Jamaica, market tariff preferences. . . . .	53 787
New Zealand, duty payment. . . . .	33	South Africa, imports in 1931. . . . .	357
South Africa, details required. . . . .	682	<b>Apple Juice</b>	
<b>Agricultural Implements and Machinery</b>		Great Britain, market in West of England for concentrated . . . . .	315
Brazil, imports from Canada in 1931-32. . . . .	236	<b>Apples (Canned)</b>	
Cyprus imports in 1931. . . . .	659	Great Britain, duty. . . . .	840
Germany, imports from Canada in 1931 . . . . .	223	<b>Apples (Dried)</b>	
Irish Free State, tariff preferences. . . . .	968	Denmark, imports and market . . . . .	558
Russia, imports from Canada in 1931	223	Finland, imports and market. . . . .	627
South Africa, imports in 1931. . . . .	358	France, market . . . . .	793
<b>Agricultural products</b>		Germany, imports in 1931. . . . .	220
Czechoslovakia, import monopoly. . . . .	486	Great Britain, market in London . . . . .	407
South Africa, imports in 1931. . . . .	355	Netherlands, imports and market. . . . .	226, 994
United States, price situation. . . . .	310	Norway, market. . . . .	600
<b>Agriculture</b>		Sweden, imports and market. . . . .	527
Manchuria, industry. . . . .	465	<i>See also</i> Fruits (Dried).	
<b>Air Services</b>		<b>Apples (Fresh)</b>	
Java, Siam and British Malaya, service to . . . . .	926	Argentina, imports and market. . . . .	635
<b>Alfalfa</b>		Australia, estimated production and exports for 1932. . . . .	20
Great Britain, market for hay and meal in West of England. . . . .	812	Brazil, imports in 1931-32. . . . .	233
<b>Aluminium</b>		Egypt, imports in 1931. . . . .	956
<i>See</i> Metals and Minerals		Germany, imports in 1931. . . . .	219
<b>Ammonia Sulphate</b>		Netherlands, imports from Canada, Jan.-June, 1932. . . . .	324
Japan, imports and market. . . . .	890	<i>See also</i> Fruits (Fresh).	
<b>Animal Meal</b>		<b>Apple Waste</b>	
Netherlands, imports from Canada, Jan.-June, 1932. . . . .	324	Great Britain, market in West of England. . . . .	316
import restrictions. . . . .	705	<b>Argentina</b>	
<b>Animals (Fur-Bearing).</b>		Apples (fresh), imports and market. . . . .	635
Germany, imports from Canada in 1931. . . . .	222	Beverages, regulations governing. . . . .	240
Japan, imports. . . . .	272	Cable code messages. . . . .	450
industry and production. . . . .	271	Financial conditions. . . . .	238, 634
Sweden, imports in 1931 . . . . .	188	Foodstuffs, packing and marking regulations. . . . .	599
		regulations governing. . . . .	240
		Grain, State control of production. . . . .	762



PAGE	PAGE
<b>Argentina—Con.</b>	<b>Australia—Con.</b>
Hides and skins, production and exports . . . . .	reports of Commercial Agent B. Millin, Sydney:
market. . . . .	May 26, 1932. . . . .
Leather, market. . . . .	May 28, 1932. . . . .
Leather tanning industry. . . . .	July 1, 1932. . . . .
Plywood, preference to Finland cancelled. . . . .	August 1, 1932. . . . .
Refrigerators, market for mechanical. . . . .	August 18, 1932. . . . .
Reports of Trade Commissioner E. L. McColl, Buenos Aires:	September 15, 1932. . . . .
May 30, 1932. . . . .	October 13, 1932. . . . .
June 9, 1932. . . . .	November 10, 1932. . . . .
June 20, 1932. . . . .	sheep sales at Sydney. . . . .
July 15, 1932. . . . .	timber, imports and exports in 1931. . . . .
July 16, 1932. . . . .	trade conditions. . . . .
Report of Assistant Trade Commissioner H. W. Brighton, Buenos Aires:	wage lowered, basic. . . . .
August 22, 1932. . . . .	wheat crop prospects, 1931-32. . . . .
Reports of Assistant Trade Commissioner R. G. C. Smith, Buenos Aires:	wheat-growing, dry country. . . . .
July 2, 1932. . . . .	wool sales at Sydney. . . . .
September 1, 1932. . . . .	Oil, exploration for. . . . .
September 16, 1932. . . . .	Pears (fresh), production and exports in 1932. . . . .
Sample shipments. . . . .	Population. . . . .
Tariff commission established. . . . .	Rabbits, exports. . . . .
Tariff duties changed. . . . .	Reports of Trade Commissioner D. H. Ross, Melbourne:
Tenders for public works. . . . .	May 25, 1932. . . . .
Whisky, duties changed. . . . .	June 22, 1932. . . . .
	July 20, 1932. . . . .
	August 17, 1932. . . . .
	September 14, 1932. . . . .
	September 14, 1932. . . . .
	October 20, 1932. . . . .
	November 7, 1932. . . . .
	Reports of Assistant Trade Commissioner M. T. Stewart, Melbourne:
	June 1, 1932. . . . .
	July 29, 1932. . . . .
	August 17, 1932. . . . .
	August 31, 1932. . . . .
	September 14, 1932. . . . .
	Tallow, exports to Canada. . . . .
	Tariff duties changed. . . . .
	Tariff preferences increased. . . . .
	Tariff treatment of drawback. . . . .
	Taxation of companies. . . . .
	Tenders invited. . . . .
	Timber, hardwood. . . . .
	Timber specifications for ships' life-boats. . . . .
	Tobacco, production and market. . . . .
	duties. . . . .
	Tourist publicity. . . . .
	Wheat situation. . . . .
	Wool sales in 1931-32. . . . .
<b>Asbestos</b>	<b>Austria</b>
Germany, imports from Canada in 1931. . . . .	Flour, imports from Canada in 1931. . . . .
<i>See also</i> Metals and Minerals.	Import restrictions. . . . .
	Tires and tubes, imports in 1931. . . . .
<b>Australia</b>	<b>Automobiles</b>
Apples (fresh), production and exports, 1932. . . . .	<i>See</i> Motor Vehicles
Business conditions. . . . .	
Butter industry. . . . .	<b>B</b>
Eggs, exports. . . . .	<b>Bacon and Hams</b>
Exports in 1931-32. . . . .	France, duties changed. . . . .
Financial conditions. . . . .	Great Britain, imports from Canada, Jan.-Sept., 1932. . . . .
Foreign trade in 1931-32. . . . .	
Fruits (canned), production. . . . .	
Fruits (dried), production and exports. . . . .	
Fruits (fresh), exports in 1932. . . . .	
Furs, market for rabbit. . . . .	
Grapes, exports. . . . .	
Ice cream, production. . . . .	
Import restrictions removed. . . . .	
Imports in 1931-32. . . . .	
Meats, chilled, for London. . . . .	
New South Wales, building operations at Sydney. . . . .	
honey, marketing. . . . .	
imports, 1930-31. . . . .	
September, 1932. . . . .	
mineral production, 1931. . . . .	
oranges, production. . . . .	
petrol, imports from Roumania. . . . .	

	PAGE		PAGE
<b>Bacon and Hams—Con.</b>		<b>Belting</b>	
Irish Free State, duties changed.. . . .	120	China, imports of leather into North	
tariff report.. . . . .	810	and Central.. . . . .	7
Netherlands, imports.. . . . .	135	market for leather in North and	
production and exports .. . . .	135	Central.. . . . .	9
<b>Bahamas</b>		India, market for leather.. . . . .	474
<i>See</i> British West Indies		<b>Bermuda</b>	
<b>Balloons</b>		<i>See</i> British West Indies	
Italy, market for toy .. . . .	994	<b>Beverages</b>	
<b>Barley</b>		Argentina, regulations governing.. . .	240
Germany, imports in 1931.. . . .	217	<b>Beverages (Alcoholic)</b>	
Great Britain, imports from Canada,		Brazil, imports from Canada in 1931-	
Jan.-Sept., 1932.. . . . .	716	32.. . . . .	233
Netherlands, imports, Jan.-June, 1932.	324	British West Indies, Trinidad, import	
<i>See also</i> Grain		restrictions on stout removed..	336
<b>Beekeepers' Supplies</b>		Egypt, imports in 1931.. . . . .	957
Great Britain, market in West of		Hongkong, imports from Canada,	
England.. . . . .	408	Jan.-June, 1932.. . . . .	471
<b>Belgium</b>		Italy, duties increased.. . . . .	488
Business conditions.. . . . .	106, 140, 228, 885	Japan, production and imports.. . . .	997
Exports in 1931 .. . . . .	142	Mexico, imports in 1931.. . . . .	66
Financial conditions .. . . . .	107, 140, 885	South Africa, imports in 1931.. . . .	356
Fish, import regulations.. . . . .	121	<b>Bitumen</b>	
import restrictions on fresh.. . . .	242	Japan, market for Canadian in.. . . .	76
Flour, import regulations .. . . . .	706	<b>Bolivia</b>	
Foreign trade, Jan.-May, 1932.. . . .	228	Business conditions.. . . . .	230, 701
January to June, 1932.. . . . .	485	Financial conditions.. . . . .	230, 701
Hosiery, imports of silk restricted ..	81	Flour, imports in 1930.. . . . .	731
Import regulations, date of applica-		Foreign trade in 1930.. . . . .	729
tion postponed.. . . . .	570	Hides and skins, imports in 1930.. . .	732
Import restrictions .. . . . .	841	Leather, imports and market.. . . . .	152
Imports in 1931.. . . . .	142	imports in 1930.. . . . .	732
Leather, market for patent.. . . . .	185	production.. . . . .	152
Maize, imports of products restricted	81	Lumber, imports in 1930.. . . . .	731
Maritime traffic of ports .. . . . .	724	Machines and machinery, imports in	
Motor vehicles, import licence re-		1930.. . . . .	731
quired.. . . . .	488	Motor vehicles, imports in 1930.. . .	731
Points for exporters.. . . . .	988	Paper, imports in 1930.. . . . .	731
Radios, market .. . . . .	185	Textiles, imports in 1930.. . . . .	731
Reports of Trade Commissioner		Trade with Canada.. . . . .	732
Henri Turcot, Brussels:		<b>Boots and Shoes</b>	
June 11, 1932 .. . . . .	30	<i>See</i> Footwear	
June 24, 1932.. . . . .	111, 185	<b>Box Shooks</b>	
June 26, 1932.. . . . .	106, 140	Mexico, imports in 1931.. . . . .	64
June 28, 1932 .. . . . .	184	Palestine, production and imports.. .	788
July 15, 1932.. . . . .	226	<b>Bran and Shorts</b>	
August 31, 1932.. . . . .	485	<i>See</i> Feedstuffs	
August 26, 1932.. . . . .	485	<b>Brazil</b>	
October 15, 1932 .. . . . .	724	Accounts, notice re Canadian.. . . .	497
November 17, 1932.. . . . .	885	Currency, regulations re payment of	
December 1, 1932.. . . . .	988	bills in foreign.. . . . .	637
Sales tax, proposed increase in.. . . .	162	Exchange, moratorium extended.. . .	762
Salmon (canned), market.. . . . .	484	regulations.. . . . .	761
Trade with Canada, Jan.-May, 1932.		Foreign trade in August, 1932.. . . .	760
January to June, 1932.. . . . .	486	Imports in 1931-32, detailed.. . . .	26
Wheat, crop prospects.. . . . .	484	from Canada in 1931-32, detailed ..	231
import regulations.. . . . .	706	Motor vehicles, duties changed.. . .	121, 248
<b>Belgo-Luxemburg Economic Union</b>		Motor vehicles parts and accessories,	
<i>See</i> Belgium		duties changed.. . . . .	248



	PAGE		PAGE
<b>Brazil—Con.</b>		<b>British West Indies—Con.</b>	
Reports of Trade Commissioner A. S. Bleakney, Rio de Janeiro:		Jamaica, apparel, market . . . . .	53
April 23, 1932. . . . .	25	preferences . . . . .	787
June 27, 1932. . . . .	231	business conditions . . . . .	132, 868
September 13, 1932. . . . .	636	duties changed . . . . .	765
October 20, 1932. . . . .	762	fertilizers exempt from package tax . . . . .	569
Tariff duties changed. . . . .	488	financial conditions . . . . .	132, 868
Wheat, imports in 1931. . . . .	28	footwear, imports and market for leather. . . . .	437
from Canada in 1931-32 . . . . .	232	imports and market for rubber. . . . .	437
<b>Brewers' Grains</b>		foreign trade, Jan.-Sept., 1932 . . . . .	868
<i>See</i> Feedstuffs		parcel post insurance service. . . . .	719
<b>British Guiana</b>		points for exporters. . . . .	580
<i>See</i> British West Indies		potatoes, market . . . . .	614
<b>British Honduras</b>		preferences increased. . . . .	734
<i>See</i> British West Indies		reports of Trade Commissioner F. W. Fraser, Kingston:	
<b>British Malaya</b>		June 17, 1932 . . . . .	53
Air mail service to. . . . .	926	June 30, 1932. . . . .	99
Business conditions. . . . .	364	July 8, 1932 . . . . .	132
Imports, Jan.-June, 1932. . . . .	365	August 23, 1932. . . . .	437
Map. . . . .	499	September 13, 1932. . . . .	580
Newsprint, imports and market. . . . .	259	October 31, 1932. . . . .	765
Paper, imports and market. . . . .	257, 261	November 4, 1932 . . . . .	787
Paper products, imports and market . . . . .	257, 263, 265	November 4, 1932 . . . . .	823
imports from the United States. . . . .	267	November 16, 1932 . . . . .	868
Points for exporters. . . . .	497	report of F. L. Casserly, Office of the Trade Commissioner, Kingston:	
Radios, market. . . . .	983	September 30, 1932. . . . .	614
Roofing materials, imports and market. . . . .	264	Montserrat, tariff duties changed. . . . .	801
Rubber, production and exports, Jan.-June, 1932. . . . .	365	St. Kitts-Nevis, motor vehicles, preferences increased. . . . .	874
Tariff duties changed in State of Johore. . . . .	957	preferences increased. . . . .	936
Wall paper, imports and market. . . . .	264	surcharge imposed. . . . .	874
Woodpulp, imports and market. . . . .	257	St. Lucia, preferences increased. . . . .	1001
<b>British West Africa</b>		St. Vincent, motor vehicles, preferences increased. . . . .	735
Tenders for government contracts. . . . .	777	tariff duties changed. . . . .	799
<b>British West Indies</b>		Trinidad, beverages (alcoholic), import restrictions on stout removed. . . . .	336
Antigua, motor vehicles, preferences increased. . . . .	735	parcel post insurance service . . . . .	719
preferences increased. . . . .	768	reports of Acting Trade Commissioner W. F. Bull, Port of Spain:	
Bahamas, parcel post insurance service . . . . .	719	June 21, 1932. . . . .	94
Bermuda, imports in 1931. . . . .	948	July 23, 1932. . . . .	277
parcel post insurance service. . . . .	719	November 4, 1932 . . . . .	796
preferences increased. . . . .	904, 948	November 5, 1932. . . . .	799
trade opportunities. . . . .	948	November 23, 1932. . . . .	936
British Guiana, business conditions. . . . .	94	December 3, 1932. . . . .	1000
financial conditions. . . . .	94	tariff duties changed. . . . .	796
foreign trade in 1931. . . . .	95	Turks and Caicos Islands, salt, production and exports. . . . .	99
imports in 1931, detailed. . . . .	97	Virgin Islands, preferences increased. . . . .	1000
preferences increased. . . . .	969	<b>Brunei (British Borneo)</b>	
trade with Canada in 1931. . . . .	96	Motor vehicles and parts, preferences increased. . . . .	905
British Honduras, package tax . . . . .	246	Preferences increased. . . . .	458
tariff duties changed. . . . .	375, 800	<b>Building Board</b>	
Cayman Islands, trade conditions . . . . .	823	Cuba, market. . . . .	686
Grenada, exports in 1931 . . . . .	279	<b>Building Materials</b>	
foreign trade in 1931. . . . .	277	Great Britain, market for Canadian in Scotland. . . . .	44
imports in 1931, detailed. . . . .	278		
preferences increased . . . . .	1000		
surtax imposed. . . . .	905		
trade with Canada in 1931. . . . .	280		

	PAGE		PAGE
<b>Butter</b>		<b>Cereals</b>	
Australia, industry . . . . .	946	Egypt, imports in 1931 . . . . .	952
Egypt, imports in 1931 . . . . .	953	France, duties increased . . . . .	569
Great Britain, certificates of origin . .	159	<i>See also</i> Grain	
Irish Free State, export bounties . . .	46, 873	<b>Cheese</b>	
Netherlands, imports restricted . . . .	162	Egypt, imports in 1931 . . . . .	953
production and exports . . . . .	183	Germany, imports from Canada in 1931 . . . . .	220
<b>Buttermilk Powder</b>		Great Britain, certificates of origin . .	159
<i>See</i> Feedstuffs		imports from Canada, Jan.-Sept., 1932 . . . . .	716
<b>Canada</b>		India, imports and market . . . . .	412
Assistance to exporters by Trade Com- missioners . . . . .	732, 901	Irish Free State, importation pro- hibited . . . . .	296
Assistance to Trade Commissioners by exporters . . . . .	763	Switzerland, production and exports .	227
British Trade Commissioners in . . . .	249, 570	<i>See also</i> Dairy Produce	
Caution in dealing with unknown West Indian firms . . . . .	978	<b>Chemicals</b>	
Certificates of origin for Empire countries . . . . .	977	Brazil, imports in 1931 . . . . .	26
Consular list, changes in . . . . .	80, 202, 394	Hongkong, imports from Canada, Jan- June, 1932 . . . . .	471
Exporters entering foreign markets, suggestion to . . . . .	977	Mexico, imports in 1931 . . . . .	66
Exports of farm products to the United States under three tariffs . . . . .	154, 312, 516, 650, 778, 950	South Africa, imports in 1931 . . . .	359
a correction . . . . .	366	<b>Chile</b>	
Summary of trade by months . . . . .	16, 182	Business conditions . . . . .	566
. . . . .	367, 550, 698, 863, 982	Financial conditions . . . . .	566
Trade agreements with United King- dom and Dominions passed . . . . .	854	Payment of duties . . . . .	198
Trade agreement with Irish Free State . . . . .	934	<b>China</b>	
South Africa . . . . .	849	Belting, imports into North and Cen- tral of leather . . . . .	7
Southern Rhodesia . . . . .	894	market in North and Central for leather . . . . .	9
United Kingdom . . . . .	752	Business conditions in Central . . . .	995
Trade report, condensed preliminary	169	Caustic soda, imports and market in Central . . . . .	244
<b>Canned Goods</b>		Consular invoices, penalties . . . . .	418
Hongkong, demand for Canadian . . .	418	requirements . . . . .	162, 200, 334, 570, 801
imports from Canada, Jan.-June, 1932 . . . . .	470	Financial conditions in Central . . . .	995
Japan, exports increased . . . . .	483	Fish, market in Shanghai for dry salt .	156
<b>Canary Islands</b>		Footwear, imports into North and Central of leather . . . . .	7
Salmon (canned), Russian competition in Tenerife . . . . .	962	market in North and Central for leather . . . . .	9
<b>Cattle</b>		Foreign trade in 1931 . . . . .	824
Great Britain, imports and market . .	103	Jan.-June, 1932 . . . . .	481
market for Canadian in Scotland . .	42	Gloves and mittens, market in North and Central for leather . . . . .	10
sales at Glasgow . . . . .	131	Hides and skins, exports from North and Central . . . . .	5
Hongkong, imports from Canada, Jan.-June, 1932 . . . . .	470	imports into North and Central . . .	7
Irish Free State, export bounties . .	601, 671	Imports from Canada in 1931 . . . . .	996
<b>Caustic Soda</b>		Import trade in 1931 . . . . .	996
China, imports and market in Central	244	Inks (printing and lithographic), market . . . . .	854
<b>Cayman Islands</b>		Invoice requirements . . . . .	570
<i>See</i> British West Indies		Leather, duties and distribution in North and Central . . . . .	10
<b>Central America</b>		imports into North and Central . . .	6
Canadian representation in . . . . .	881	from Canada . . . . .	7
Costa Rica, duties changed . . . . .	338	industry in North and Central . . . .	5
import regulations . . . . .	642	market in North and Central . . . .	4
Nicaragua, duties increased . . . . .	767	Paper bags, market in South . . . . .	12
emergency tariff increases . . . . .	841	Points for exporters to South . . . . .	414
Salvador, duties changed . . . . .	247, 737		
Wood pulp, quotations for . . . . .	729		



	PAGE		PAGE
<b>China—Con.</b>		<b>Cuba</b>	
Reports of Trade Commissioner L. M. Cosgrave, Shanghai:		Building board, market . . . . .	686
June 30, 1932 . . . . .	243	Business tax imposed . . . . .	642
August 12, 1932 . . . . .	481	Douglas fir, market . . . . .	686
November 4, 1932 . . . . .	854	Fertilizers, imports and market . . . . .	111
November 24, 1932 . . . . .	996	Flour, consumption tax imposed . . . . .	320
December 2, 1932 . . . . .	995	imports and market . . . . .	632
Reports of Assistant Trade Commissioner Bruce A. Macdonald, Shanghai:		imports in 1931 . . . . .	21
May 26, 1932 . . . . .	1	Lumber, duties . . . . .	687
May 30, 1932 . . . . .	4	imports into Havana in 1931 . . . . .	687
June 4, 1932 . . . . .	78	market . . . . .	684
June 18, 1932 . . . . .	156	Milk (concentrated), market . . . . .	888
Shipment routing . . . . .	157	Packing house products, market . . . . .	479
Shipping services to North . . . . .	418	Potatoes, import regulations for seed revised . . . . .	597
Soda ash, imports into and market in Central . . . . .	243	Reports of Trade Commissioner James Cormack, Havana:	
Tariff duties increased . . . . .	457	June 9, 1932 . . . . .	21
Tenders for military stores for Shanghai . . . . .	366	June 22, 1932 . . . . .	111
Wheat, imports in 1931 . . . . .	1	August 8, 1932 . . . . .	479
from Canada . . . . .	3	Reports of Trade Commissioner E. L. McColl, Havana:	
Jan.-April, 1932 . . . . .	78	September 19, 1932 . . . . .	632
<i>See also Manchuria</i>		September 24, 1932 . . . . .	597
<b>Cigars and Cigarettes</b>		October 3, 1932 . . . . .	685
<i>See Tobacco</i>		November 18, 1932 . . . . .	888
<b>Clocks</b>		December 9, 1932 . . . . .	962
Japan, market for electric . . . . .	392	Sugar, production restricted . . . . .	801
<b>Codfish</b>		<b>Culverts (Metal)</b>	
Brazil, imports in 1931 . . . . .	29	Netherlands India, market . . . . .	475
Italy, market for dried in Naples . . . . .	793, 933	<b>Cyprus</b>	
<b>Colombia</b>		Climate . . . . .	551
Business conditions . . . . .	193, 634	Foreign trade in 1931 . . . . .	656
Financial conditions . . . . .	193, 634	Geography . . . . .	551
Foodstuffs, imports in 1931 . . . . .	193	Government . . . . .	552
Foreign trade in 1931 . . . . .	193	History . . . . .	552
Jan.-Sept., 1932 . . . . .	897	Imports in 1931, detailed . . . . .	658
Map . . . . .	835	agricultural implements and machinery . . . . .	659
Points for exporters . . . . .	834	dairy produce . . . . .	662
<b>Confectionery</b>		fish (canned) . . . . .	662
Egypt, imports in 1931 . . . . .	952	foodstuffs . . . . .	661
<b>Cooperage Stock</b>		leather . . . . .	660
Germany, imports from Canada in 1931 . . . . .	222	lumber . . . . .	661
<b>Copper</b>		machines and machinery . . . . .	659
<i>See Metals and Minerals</i>		motor vehicles . . . . .	658
<b>Costa Rica</b>		paper . . . . .	661
<i>See Central America</i>		potatoes . . . . .	662
<b>Cost of Living</b>		rubber goods . . . . .	659
Denmark . . . . .	748	textiles . . . . .	660
Sweden . . . . .	884	tires and tubes . . . . .	659
<b>Cotton Piece Goods</b>		wheat . . . . .	661
<i>See Textiles</i>		Map . . . . .	586
<b>Crab (Canned)</b>		Motor vehicles, restrictions on size of imported . . . . .	937
Japan, production and exports . . . . .	966	Natural resources and industries . . . . .	585
		Points for exporters . . . . .	688
		Tariff duties changed . . . . .	81
		Trade with Canada . . . . .	658
		<b>Czechoslovakia</b>	
		Agricultural products, import monopoly . . . . .	486
		Flour, imports in 1931 . . . . .	218
		from Canada . . . . .	219
		supplementary duties . . . . .	199, 377, 530, 706, 841

	PAGE		PAGE
<b>Czechoslovakia—Con.</b>		<b>Egg Yolk</b>	
Grain, supplementary duties.. . . .	199,377,	Italy, market for frozen in.. . . .	760
. . . . .	530,706,841	<b>Egypt</b>	
imports in 1931.. . . .	218	Exports in 1931.. . . .	886
Tires and tubes, imports in 1931.. . .	223	Flour, duties changed.. . . .	246
		production and consumption.. . . .	919
<b>D</b>		Foreign trade in 1931.. . . .	886,913,962
<b>Dairy Produce</b>		Hydro-electric development.. . . .	802
Cyprus, imports in 1931.. . . .	662	Imports in 1931, detailed.. . . .	913,962
Great Britain, imports into Bristol, 1931-32.. . . .	549	apples (fresh).. . . .	956
Hongkong, imports from Canada, Jan.-June, 1932.. . . .	470	beverages (alcoholic).. . . .	957
Panama, market.. . . .	596	butter.. . . .	953
		cereal products.. . . .	952
<b>Denmark</b>		cheese.. . . .	953
Agricultural conditions.. . . .	746	confectionery.. . . .	952
Apples (dried), imports and market..	558	fish.. . . .	955
Business conditions.. . . .	21,745	flour.. . . .	916
Crop conditions.. . . .	721	foodstuffs.. . . .	913
Exchange control.. . . .	560	fruits (canned and preserved).. . .	957
Exports in 1931.. . . .	664	macaroni.. . . .	952
Financial conditions.. . . .	21,748	malt.. . . .	952
Foreign trade in 1931.. . . .	628,663	milk (concentrated).. . . .	953
Jan.-Sept., 1932.. . . .	746	oils and fats.. . . .	954
Gold cover regulations.. . . .	560	packing house products.. . . .	954
Import restrictions.. . . .	487,735	salmon (canned).. . . .	955
Imports in 1931.. . . .	663	starch.. . . .	952
Industrial conditions.. . . .	747	sugar.. . . .	952
Tariff duties and taxes increased.. . .	198	tobacco.. . . .	958
		wheat.. . . .	914
<b>Doors</b>		Reports of Trade Commissioner Yves Lamontagne, Cairo:	
Great Britain, market in Scotland..	543	September 1, 1932.. . . .	551,585,656,688
		October 22, 1932.. . . .	788
<b>Douglas Fir</b>		November 1, 1932.. . . .	886,913,962
Cuba, market.. . . .	686	Tariff duties changed.. . . .	34
Germany, imports from Canada in 1931.. . . .	222	Wheat, duties changed.. . . .	246
		production and consumption.. . .	914,919
<b>Drinking Straws</b>			
Great Britain, market.. . . .	104	<b>Electrical Supplies and Appliances</b>	
<b>Drugs and Chemicals</b>		Brazil, imports from Canada in 1931- 32.. . . .	237
Brazil, imports in 1931.. . . .	26	Great Britain, market.. . . .	441
Imports from Canada in 1931.. . . .	221	South Africa, imports in 1931.. . . .	358
Mexico, imports in 1931.. . . .	66		
South Africa, imports in 1931.. . . .	359	<b>Estonia</b>	
Spain, stamp tax imposed.. . . .	969	Flour, imports from Canada.. . . .	219
		Wheat, import restrictions.. . . .	904
<b>E</b>			
<b>Earthenware</b>		<b>Exchange</b>	
South Africa, imports in 1931.. . . .	358	Brazil, Canadian accounts in.. . . .	497
<b>Ecuador</b>		moratorium extended.. . . .	762
Business conditions.. . . .	230,701	regulations.. . . .	761
Exchange control.. . . .	80	Denmark, control.. . . .	560
Financial conditions.. . . .	230,701	Ecuador, regulations.. . . .	80
Leather, imports and market.. . . .	153	France, surtax imposed.. . . .	247
production.. . . .	153	Hungary, regulations.. . . .	30
Quotations.. . . .	413	Japan, regulations.. . . .	195
Trade with Canada in 1930.. . . .	598	Mexico, rates for customs purposes 488,570,737,	874
		New Zealand, export pool.. . . .	181
<b>Eels</b>		Turkey, regulations.. . . .	842
See Fish			
<b>Eggs</b>		<b>Exhibitions and Fairs</b>	
Sweden, imports in 1931.. . . .	190	Commission co-operation in "Buy British" campaign.. . . .	926



	PAGE		PAGE
<b>Exhibitions and Fairs—Con.</b>		<b>Flour—Con.</b>	
Great Britain, British Industries, 1933, preparation for. . . . .	609	Bolivia, imports in 1930. . . . .	731
British Industries at Birmingham. . . . .	866	Brazil, imports in 1931. . . . .	29
Radio at London. . . . .	443	imports in 1931-32. . . . .	232
India, Camteen Contractors Syndicate Trades at Delhi, 1933. . . . .	719	Cuba, consumption tax imposed. . . . .	320
Italy, National Radio. . . . .	665	imports and market . . . . .	632
		imports in 1931. . . . .	21
		Czechoslovakia, imports from Canada imports in 1931. . . . .	219 218
		supplementary duties . . . . .	199, 377, 530, 706, 841
<b>F</b>		Egypt, imports in 1931. . . . .	916
<b>Feathers</b>		production and consumption . . . . .	919
Sweden, imports in 1931. . . . .	191	tariff duties changed. . . . .	246
<b>Federated Malay States</b>		Esthonia, imports from Canada in 1931 . . . . .	219 218
See Malay States (Federated)		Germany, imports in 1931 . . . . .	218
<b>Feedstuffs</b>		from Canada. . . . .	218
Great Britain, market in Scotland. . . . .	716	Great Britain, imports into Bristol in 1931-32. . . . .	549
<b>Fertilizers</b>		into Scotland, Jan.-July, 1932. . . . .	353
British West Indies, Jamaica, exemp- tion from package tax. . . . .	569	from Canada, Jan.-Sept., 1932. . . . .	716
Cuba, imports and market. . . . .	111	Hongkong, imports from Canada . . . . .	966
Italy, surtax on artificial. . . . .	81	market for Canadian. . . . .	93
South Africa, imports in 1931. . . . .	359	Irish Free State, tariff duties. . . . .	120, 196
<b>Fibreboard</b>		Italy, market. . . . .	694
See Building Materials		tariff duties. . . . .	697
<b>Fiji</b>		Japan, exports. . . . .	390
Tariff preferences revised. . . . .	935	imports and market. . . . .	388
<b>Finland</b>		production. . . . .	389
Apples (dried), imports and market. . . . .	627	Manchuria, imports in 1930 . . . . .	469
Crop conditions. . . . .	721	milling industry . . . . .	452, 593
Grain, milling regulations. . . . .	377, 706	Mexico, imports in 1931. . . . .	64
Packing house products, duty changed on sausage casings. . . . .	840, 969	Netherlands, imports and market . . . . .	723, 791
Rye, duties. . . . .	736	imports, Jan.-June, 1932. . . . .	225
<b>Fish</b>		from Canada, Jan.-June, 1932 . . . . .	324
Belgium, import regulations imposed import restrictions on fresh. . . . .	121 242	milling industry. . . . .	791
Brazil, imports from Canada, 1931-32	233	Panama, market. . . . .	595
China, market in Shanghai for dry salt . . . . .	156	Peru, import tax imposed. . . . .	737
Cyprus, imports in 1931 of canned. . . . .	662	supplementary duties imposed. . . . .	765
Egypt, imports in 1931. . . . .	955	Philippine Islands, imports. . . . .	967
Germany, imports in 1931. . . . .	220	Poland, imports from Canada in 1931	219
Hongkong, imports from Canada, Jan.- June, 1932. . . . .	470	South Africa, imports in 1931. . . . .	356
India, imports and market for canned	411	Sweden, imports in 1931. . . . .	289
Manchuria, imports and market. . . . .	669	milling regulations. . . . .	198, 736, 938
market for Canadian. . . . .	669	Venezuela, imports from Canada in 1931. . . . .	194
Panama, market. . . . .	595	<b>Foodstuffs</b>	
Sweden, imports in 1931. . . . .	189	Argentina, packing and marking regu- lations. . . . .	240, 599
<b>Fishing</b>		Brazil, imports in 1931 . . . . .	28
Japan, amalgamation in industry. . . . .	964	Colombia, imports in 1931 . . . . .	193
<b>Fish Meal</b>		Cyprus, imports in 1931. . . . .	661
Germany, imports in 1931 . . . . .	221	Egypt, imports in 1931. . . . .	913
Netherlands, imports and market . . . . .	105	Great Britain, market for Canadian in Scotland. . . . .	42
imports from Canada, Jan.-June, 1932 . . . . .	324	India, imports in 1931-32. . . . .	929
<b>Flooring</b>		Manchuria, market for canned . . . . .	861
Great Britain, market for maple. . . . .	475	Norway, control of agricultural. . . . .	162
<b>Flour</b>		India, market for canned . . . . .	410
Austria, imports from Canada in 1931	219	South Africa, imports in 1931. . . . .	355
Belgium, import regulations. . . . .	706	<b>Footwear</b>	
		British West Indies, Jamaica, imports of and market for leather. . . . .	437
		for rubber. . . . .	437

	PAGE		PAGE
<b>Footwear—Con.</b>		<b>Fur-Bearing Animals</b>	
China, imports of leather into North and Central. . . . .	7	See Animals (Fur-bearing)	
market for leather in North and Central. . . . .	9	<b>Furniture</b>	
Germany, imports of rubber in 1931. . . . .	224	Great Britain, market. . . . .	758
Great Britain, duties increased on rubber. . . . .	670	<b>Furs (Apparel and Skins)</b>	
imports of and market for rubber. . . . .	923	Australia, market for rabbit. . . . .	216
India, imports and market. . . . .	100	Brazil, imports from Canada, in 1931-32. . . . .	234
Japan, production and exports. . . . .	483	Germany, imports from Canada in 1931. . . . .	222
Netherlands, imports of leather. . . . .	522	<b>Germany</b>	
production and exports of leather. . . . .	522	Agricultural implements and machinery, imports from Canada in 1931. . . . .	223
South Africa, imports of leather in 1931. . . . .	360	Animals (fur-bearing), imports from Canada in 1931. . . . .	222
of rubber in 1931. . . . .	360	Apples (fresh), imports in 1931. . . . .	219
<b>Foxes (Silver)</b>		Apples (dried), imports in 1931. . . . .	220
Germany, imports from Canada in 1931. . . . .	222	Asbestos, imports from Canada in 1931. . . . .	222
See also Animals (Fur-bearing)		Barley, imports and market. . . . .	217
<b>France</b>		Business conditions. . . . .	283
Apples (dried), market. . . . .	793	Calculating machines, imports from Canada in 1931. . . . .	225
Bacon and hams, duties changed. . . . .	198, 377	Cheese, imports from Canada in 1931. . . . .	220
Cereals, duties increased. . . . .	569	Cooperage stock, imports from Canada in 1931. . . . .	222
Exchange surtax imposed. . . . .	247	Douglas fir, imports from Canada in 1931. . . . .	222
Horses, duties increased. . . . .	246	Drugs, imports from Canada in 1931. . . . .	221
Lumber, import quotas. . . . .	121	Financial conditions. . . . .	284
duties increased. . . . .	905	Fish, imports in 1931. . . . .	220
Points for exporters. . . . .	617	Fish meal, imports in 1931. . . . .	221
Reports of Trade Commissioner Hercule Barré, Paris:		Footwear, imports from Canada in 1931 of rubber. . . . .	224
September 16, 1932. . . . .	617	Foreign trade, Jan.-June, 1932. . . . .	284
September 29, 1932. . . . .	699	Flour, imports in 1931. . . . .	218
November 3, 1932. . . . .	793	from Canada. . . . .	219
November 17, 1932. . . . .	931	Furs (apparel and skins), imports from Canada in 1931. . . . .	222
November 25, 1932. . . . .	932	Grain, imports. . . . .	217
Salmon (canned), duties increased. . . . .	641	Hides and skins, imports from Canada in 1931. . . . .	222
import restrictions removed. . . . .	570	Honey, imports in 1931. . . . .	220
Salmon, market conditions. . . . .	932	Horse hair, imports from Canada in 1931. . . . .	222
Tariff rates applicable to Canada. . . . .	33	Lumber, imports from Canada in 1931. . . . .	222
Tobacco, production and imports. . . . .	699	Metals and minerals, imports from Canada in 1931. . . . .	222
Wheat, crop conditions. . . . .	931	Oats, imports in 1931. . . . .	217
imports, Jan.-Sept., 1932. . . . .	932	Packing house products, imports from Canada in 1931. . . . .	220
mixing regulations. . . . .	162, 296, 937	Report of Trade Commissioner R. S. O'Meara, Hamburg:	
<b>Fruits (Canned)</b>		August 29, 1932. . . . .	486
Brazil, imports from Canada, 1931-32. . . . .	233	Reports of Assistant Trade Commissioner M. B. Palmer, Hamburg:	
Egypt, imports in 1931. . . . .	957	July 14, 1932. . . . .	217
Great Britain, imports and market. . . . .	785	July 20, 1932. . . . .	283
imports, April-June, 1932. . . . .	318	Rye, imports in 1931. . . . .	217
Hongkong, market for Canadian. . . . .	93	Salmon, (canned), imports in 1931. . . . .	220
India, imports and market. . . . .	411	Salmon (frozen and salted), imports in 1931. . . . .	220
<b>Fruits (Dried)</b>		Sardines, imports in 1931. . . . .	221
Australia, production and exports. . . . .	652		
Germany, imports from Canada in 1931. . . . .	220		
Sweden, imports in 1931. . . . .	288		
<b>Fruits (Fresh)</b>			
Australia, exports in 1932. . . . .	543		
Brazil, imports in 1931. . . . .	29		
Germany, imports from Canada in 1931. . . . .	219		
Sweden, imports in 1931. . . . .	287		



	PAGE		PAGE
<b>Germany—Con.</b>		<b>Great Britain—Con.</b>	
Seeds, imports from Canada in 1931..	221	British Industries Fair, 1933, preparation for..	609
Senega root, imports from Canada in 1931..	221	British Industries Fair at Birmingham..	866
Super-tariff on Canadian goods suspended..	34	Building materials, market for Canadian in Scotland..	44
Tariff duties changed..	529	Business conditions..	13, 45, 132, 215, 409, 684, 713, 813
Vacuum cleaners, imports from Canada in 1931..	224	Butter, certificates of origin..	159
Wallboard, imports from Canada in 1931..	222	Cattle, imports and market..	103
Wheat, imports in 1931..	217	market for Canadian in Scotland..	42
milling regulations..	336	sales at Glasgow..	131
Woodpulp, imports from Canada in 1931..	222	Certificates of origin..	335, 456
		Cheese, certificates of origin..	159
<b>Glassware</b>		imports from Canada, Jan.-Sept., 1932..	716
South Africa, imports in 1931..	358	Dairy produce, imports into Bristol, 1931-32..	549
<b>Gloves</b>		Doors, market in Scotland..	543
China, market for leather in North and Central..	10	Drinking straws, market..	104
<b>Golf Balls</b>		Electrical supplies and appliances, market..	441
Japan, market..	891	Exhibition Commission's co-operation in "Buy British" campaign..	926
<b>Grain</b>		Exports, Jan.-June, 1932..	211, 406
Argentina, State control of production	762	Feedstuffs, market in Scotland..	716
Czechoslovakia, supplementary duties 199, 377, 530, 706,	841	Financial conditions..	215, 813
Finland, milling regulations..	377, 706	Fish, tariff duties inquiry..	903
Germany, imports in 1931..	217	Flooring, market for maple..	475
from Canada..	217	Flour, imports into Bristol in 1931-32, imports into Scotland, Jan.-July, 1932..	549
Great Britain, crop prospects for 1932 in England and Wales..	545, 683	from Canada, Jan.-Sept., 1932..	353
imports into Bristol in 1931-32..	546	Foodstuffs, market for Canadian in Scotland..	42
market for Canadian in Scotland..	42	Footwear, duties increased on rubber imports and markets for rubber..	670
shipment from Port Churchill..	760	Foreign trade, Jan.-June, 1932..	923
Greece, crop prospects for 1932..	195	Jan.-Sept., 1932..	406
Hungary, crop prospects for 1932..	723	Fruit (canned), imports and market..	715
Irish Free State, import licences..	705	imports, April-June, 1932..	785
restrictive legislation, 1932..	811	Furniture, market..	318
Italy, production 1932..	794	Grain, crop prospects in England and Wales..	758
Japan, crop prospects for 1932..	77, 244, 386	imports into Bristol, 1931-32..	545, 683
production, 1932..	860	market for Canadian in Scotland..	546
Manchuria, crop estimates, 1932..	892	shipment from Port Churchill..	42
Norway, prices of domestic in..	484	Hay crop conditions in England and Scotland..	760
Sweden, imports in 1931..	288	in England and Wales..	129
milling regulations..	736	Hemp and fibre, Empire sources of supply..	683
United States, crop prospects for 1932	314	Horses, market in Scotland..	530
<b>Grapes</b>		Horticultural Products Act, schedule of duties revised..	945
Australia, exports..	947	Ice cream freezers, market in England.	417
<b>Great Britain</b>		Import Duties Act, removal of items from free list..	925
Agricultural conditions in England and Wales..	350	additional duties..	640
Alfalfa, market for hay and meal in West of England..	812	Imports from Canada in 1931, detailed.	455
Apple juice, market in West of England for concentrated..	315	Imports, Jan.-June, 1932..	815
Apples (canned), duty..	840	detailed..	211, 406
Apples (dried), market in London..	407	from Canada..	213
Apple waste, market in West of England..	316	Last blocks, market for rough turned.	212
Barley, imports from Canada, Jan.-Sept., 1932..	716	Lumber, tariff preferences on Canadian..	782
Beekeepers' supplies, market in West of England..	408		455

	PAGE		PAGE
<b>Great Britain—Con.</b>		<b>Great Britain—Con.</b>	
Machines and machinery, tariff concessions . . . . .	968	Reports of Trade Commissioner H. R. Pousette, Liverpool:	
Meats, import regulations . . . . .	968	June 17, 1932 . . . . .	45
Merchandise Marks Act: applications		June 27, 1932 . . . . .	103
249, 417, 454, 603 640, 765		September 30, 1932 . . . . .	612
inquiries . . . . .	80	November 4, 1932 . . . . .	787
orders . . . . .	31	Reports of Trade Commissioner Harrison Watson, London:	
recommendations . . . . .	120, 294, 569, 670, 903	June 2, 1932 . . . . .	14
Motor vehicle accessories, catalogue available . . . . .	945	June 17, 1932 . . . . .	13
Musical instruments, market . . . . .	131	July 12, 1932 . . . . .	129
Newsprint, duties, application for imposition . . . . .	681	July 18, 1932 . . . . .	209
Oats, imports from Canada, Jan.-Sept., 1932 . . . . .	716	July 21, 1932 . . . . .	281
Ottawa Agreements Bill passed . . . . .	809	August 12, 1932 . . . . .	350
Oysters, imports and market in North of England . . . . .	612	August 19, 1932 . . . . .	406
Packing house products, imports into Bristol, 1931-32 . . . . .	549	September 13, 1932 . . . . .	545
imports, Jan.-Sept., 1932 . . . . .	716, 864	October 13, 1932 . . . . .	683
Paper, market for Canadian in Scotland . . . . .	44	October 20, 1932 . . . . .	713
Pencil slats, market . . . . .	577	Reports of Assistant Trade Commissioner G. A. Newman, London:	
Pitwood and pit props, market in South Wales . . . . .	17	June 25, 1932 . . . . .	104
Plywood, market in Scotland . . . . .	314	July 20, 1932 . . . . .	318
Potatoes, crop prospects in England and Wales . . . . .	683	August 4, 1932 . . . . .	318
duty . . . . .	196	August 12, 1932 . . . . .	407
Radio exhibition in London . . . . .	443	August 23, 1932 . . . . .	441
Razor blades, duty changed . . . . .	196	September 12, 1932 . . . . .	577
Refrigerators, market for electric . . . . .	442	October 25, 1932 . . . . .	758
Reports of Trade Commissioner Douglas S. Cole, Bristol:		November 4, 1932 . . . . .	785
June 9, 1932 . . . . .	17	November 4, 1932 . . . . .	786
July 15, 1932 . . . . .	316	November 11, 1932 . . . . .	815
July 28, 1932 . . . . .	315	November 29, 1932 . . . . .	923
August 11, 1932 . . . . .	408	December 5, 1932 . . . . .	981
August 16, 1932 . . . . .	409	Report of Animal Products Trade Commissioner W. A. Wilson, London:	
September 7, 1932 . . . . .	546	November 15, 1932 . . . . .	864
September 22, 1932 . . . . .	649	Report of A. T. Seaman, Assistant Exhibition Commissioner, London:	
October 26, 1932 . . . . .	782	December 1, 1932 . . . . .	926
October 28, 1932 . . . . .	760	Rubber goods, market . . . . .	923
November 4, 1932 . . . . .	787	Salmon (canned), imports and market . . . . .	786
November 9, 1932 . . . . .	812	imports, April-June, 1932 . . . . .	318
November 9, 1932 . . . . .	813	from Canada, Jan.-Sept., 1932 . . . . .	716
November 15, 1932 . . . . .	866	Salmon, market for frozen . . . . .	981
November 25, 1932 . . . . .	925	Seed, market in Scotland for red clover . . . . .	579
Reports of Trade Commissioner G. B. Johnson, Glasgow:		Stoves, market for electric . . . . .	442
June 22, 1932 . . . . .	42	Tariff duties changed . . . . .	81
July 6, 1932 . . . . .	132	Tariff duties on Irish Free State products . . . . .	120, 801
July 8, 1932 . . . . .	131	Tariff investigations . . . . .	873
July 28, 1932 . . . . .	314	Timber, market for Canadian in Scotland . . . . .	43
September 14, 1932 . . . . .	543	Tobacco, imports from Canada, Jan.-Sept., 1932 . . . . .	716
September 19, 1932 . . . . .	579	Trade agreement with Canada, text of with India approved . . . . .	752
October 13, 1932 . . . . .	684	Trade inquiries from West of England . . . . .	649
October 19, 1932 . . . . .	716	Trade statistics, Bristol, 1931-32 . . . . .	316
November 28, 1932 . . . . .	945	Jan.-June, 1932 . . . . .	209
Report of Assistant Trade Commissioner A. J. Tingley, Glasgow:		Trade with Canada, Jan.-June, 1932 . . . . .	406
August 6, 1932 . . . . .	352	Jan.-Sept., 1932 . . . . .	715
		Vacuum cleaners, market . . . . .	442



	PAGE		PAGE
<b>Great Britain—Con.</b>		<b>Hog-Breeding</b>	
Wheat, imports into Scotland, Jan.-July, 1932.. . . . .	352	Netherlands, industry.. . . . .	135
imports, Jan.-Sept., 1932.. . . . .	716	<b>Holland</b>	
Wheat Quota Act.. . . . .	14	See Netherlands	
<b>Greece</b>		<b>Honduras</b>	
Foreign trade, Jan.-March, 1932.. . .	23	See Central America	
Jan.-June, 1932.. . . . .	726	<b>Honey</b>	
Grain crop prospects for 1932.. . . .	195	Australia, New South Wales, marketing.. . . . .	822
Import restrictions.. . . . .	968	Germany, imports in 1931.. . . . .	220
Imports from Canada, Jan.-June, 1932.	728	Italy, market.. . . . .	626
Reports of Acting Trade Commissioner Theo. J. Monty, Athens:		Netherlands, imports and market.. . .	138
May 26, 1932.. . . . .	23	imports from Canada, January-June, 1932.. . . . .	324
October 5, 1932.. . . . .	724	production.. . . . .	137
October 10, 1932.. . . . .	726	Sweden, imports in 1931.. . . . .	190
October 10, 1932.. . . . .	728	<b>Hongkong</b>	
Report of E. K. Mazijoglou, Office of the Trade Commissioner, Athens:		Canned goods, demand for Canadian..	418
July 15, 1932.. . . . .	229	Consular invoices for, Chinese.. . . .	763
Tariff duties decreased.. . . . .	706	Exports in 1931.. . . . .	90, 92
Trade developments.. . . . .	728	Flour, imports of Canadian.. . . . .	966
Wheat, pooling.. . . . .	229	market for Canadian.. . . . .	93
production.. . . . .	724	Foreign trade in 1931.. . . . .	89
<b>Grenada</b>		January-June, 1932.. . . . .	469
See British West Indies		Fruits (canned), market for Canadian.	93
<b>Guatemala</b>		Ice cream, production.. . . . .	615
See Central America		Imports in 1931.. . . . .	90, 91
<b>Gypsum</b>		from Canada.. . . . .	92
United States, duty on crushed.. . .	81	Inks, market for printing and lithographic.. . . . .	854
<b>H</b>		Leather, market for Canadian.. . . .	93
<b>Hams</b>		Lobster (canned), market for Canadian.. . . . .	93
See Bacon and Hams		Lumber, market for Canadian.. . . .	93
<b>Hardware</b>		Milk (concentrated), imports.. . . .	615
India, imports in 1931-32.. . . . .	929	market for Canadian.. . . . .	93
<b>Hats and Caps</b>		Motor vehicles, certificates of origin..	904
Italy, industry.. . . . .	374	market.. . . . .	872
See also Apparel		Paper bags, market.. . . . .	12
<b>Hay</b>		Points for exporters.. . . . .	414
Great Britain, crop conditions in England and Scotland.. . . . .	129	Reports of Trade Commissioner V. E. Duclos, Hongkong:	
in England and Wales.. . . . .	683	August 1, 1932.. . . . .	414
United States, crop prospects for 1932.	663	August 9, 1932.. . . . .	469
<b>Hemp and Fibre</b>		October 4, 1932.. . . . .	763
Empire sources of supply.. . . . .	530	November 1, 1932.. . . . .	872
<b>Herring</b>		November 4, 1932.. . . . .	854
See Fish		Reports of Assistant Trade Commissioner W. J. Riddiford, Hongkong:	
<b>Hides and Skins</b>		May 24, 1932.. . . . .	12
Argentina, market.. . . . .	147	June 2, 1932.. . . . .	89
production and exports.. . . . .	144	September 1, 1932.. . . . .	591
Australia, market.. . . . .	217	September 15, 1932.. . . . .	615
Bolivia, imports in 1930.. . . . .	732	November 17, 1932.. . . . .	966
Brazil, import in 1931.. . . . .	30	Salmon (canned), market for Canadian.. . . . .	93
China, exports from North and Central imports into North and Central.. . .	5	Soups, market for Canadian.. . . . .	93
Germany, imports from Canada in 1931.. . . . .	222	Tires and tubes, market for used.. . .	591
India, imports and market.. . . . .	100	Trade with Canada.. . . . .	92
production and exports.. . . . .	57	January-June, 1932.. . . . .	470
Japan, imports.. . . . .	271	Vegetables (canned), market for Canadian.. . . . .	93
Netherlands, imports.. . . . .	523	<b>Hops</b>	
		Japan, market.. . . . .	860

	PAGE
<b>Horse Hair</b>	
Germany, imports from Canada in 1931.. . . . .	222
<b>Horsemeat</b>	
Sweden, imports and market . . . . .	189
<b>Horses</b>	
France, duties increased.. . . . .	246
Great Britain market in Scotland..	945
<b>Hosiery</b>	
Belgium, import of silk restricted..	81
New Zealand, duty.. . . . .	336
South Africa, imports in 1931.. . . .	357
<i>See also</i> Textiles	
<b>Hungary</b>	
Crop prospects for 1932.. . . . .	723
Exchange regulations.. . . . .	30
Foreign trade in 1931.. . . . .	111
Wheat crop prospects for 1932.. . . .	524
<b>I</b>	
<b>Ice Cream</b>	
Australia, production.. . . . .	583
Hongkong, production.. . . . .	614
<b>Ice Cream Freezers</b>	
Great Britain, market in England.. .	925
<b>Import Regulations</b>	
<i>See</i> Tariff Changes and Import Regulations.	
<b>India</b>	
Belting, market for leather.. . . . .	474
Cheese, imports and market.. . . . .	412
Exhibition, Canteen Contractors Syndicate at Delhi, 1933.. . . . .	719
Fish, imports and market for canned.	411
Foodstuffs (canned), market.. . . . .	410
Foodstuffs, imports in 1931-32.. . . .	929
Footwear, imports and market.. . . .	100
Foreign trade in 1931-32.. . . . .	870
January-June, 1932.. . . . .	518
Fruits (canned), imports and market.	411
Hardware, imports in 1931-32.. . . . .	929
Hides and skins, imports and market.	100
production and exports.. . . . .	57
Imports in 1931-32.. . . . .	927
from Canada.. . . . .	930
into Bengal.. . . . .	554
into Burma.. . . . .	668
Leather, imports and market.. . . . .	100
industry.. . . . .	57, 100
production and exports.. . . . .	58
Machines and machinery, imports in 1931-32.. . . . .	927
Meats (canned), imports and market..	412
Metals and minerals, imports in 1931-32.. . . . .	928
Motor vehicles, imports in 1931-32..	320, 928
Motor vehicle parts and accessories, market.. . . . .	513
Paper, imports in 1931-32.. . . . .	930
Radios, market.. . . . .	986

	PAGE
<b>India—Con.</b>	
Reports of Trade Commissioner R. T. Young, Calcutta:	
May 30, 1932.. . . . .	57
June 1, 1932.. . . . .	100
July 6, 1932.. . . . .	410
July 8, 1932.. . . . .	320
July 14, 1932.. . . . .	280
July 30, 1932.. . . . .	474
August 9, 1932.. . . . .	553
August 12, 1932.. . . . .	518
August 13, 1932.. . . . .	473
August 17, 1932.. . . . .	513
September 16, 1932.. . . . .	667
October 1, 1932.. . . . .	719
October 20, 1932.. . . . .	870
November 8, 1932.. . . . .	927
November 24, 1932.. . . . .	986
Rubber goods, imports in 1931-32 . . .	929
Salmon (canned), imports and market.	411
Sardines, imports and market.. . . .	411
Soups, imports and market.. . . . .	412
Sugar, proposed factory construction.	843
Tea chests, market for wooden.. . . .	280
Textiles, duties, proposed decrease..	457
Trade agreement with United Kingdom approved.. . . . .	999
Trade of Bengal, 1931-32.. . . . .	553
Trade of Burma, 1931-32.. . . . .	667
Trade marks protection.. . . . .	454
Wheat, crop estimate for 1931-32..	473
imports.. . . . .	474
<b>Inks (Printing and Lithographic)</b>	
China, market.. . . . .	854
Hongkong, market.. . . . .	854
Japan, market.. . . . .	854
<b>Ireland (Northern)</b>	
<i>See</i> Great Britain.	
<b>Irish Free State</b>	
Agricultural implements and machinery, preferences.. . . . .	968
Agricultural Products (Cereals) Bill, 1932.. . . . .	811
Bacon, duties changed.. . . . .	120
tariff report.. . . . .	810
Business conditions.. . . . .	215
Butter, bounties on exports.. . . . .	46, 873
Cattle, bounty on exports.. . . . .	601, 671
Cheese, importation prohibited.. . . .	296
Documentation.. . . . .	195
Exports, Jan.-May, 1932.. . . . .	215
Financial conditions.. . . . .	215
Flour, duty imposed.. . . . .	120, 196
Grain, import licences.. . . . .	705
Imports, Jan.-May, 1932.. . . . .	215
Leather subsidy granted.. . . . .	197
Machines and machinery, duty on cheese-making.. . . . .	935
Milk (concentrated), import prohibition.. . . . .	801
Motor vehicle parts and accessories, duty concession.. . . . .	602
Packing house products, bounties on exports.. . . . .	641
Pigs, bounty on exports.. . . . .	672
Potatoes, bounty on exports.. . . . .	935



	PAGE	J	PAGE
<b>Irish Free State—Con.</b>			
Poultry, bounty on exports. . . . .	904		
duties imposed. . . . .	487		
Radiophonic apparatus, duty. . . . .	602		
Reports of Trade Commissioner John H. English, Dublin:			
June 19, 1932. . . . .	46		
July 5, 1932. . . . .	195		
July 7, 1932. . . . .	196		
July 15, 1932. . . . .	215		
July 26, 1932. . . . .	295		
October 29, 1932. . . . .	810		
October 30, 1930. . . . .	811		
Sheep, duties imposed. . . . .	487		
Tariff duties changed. . . . .	246, 602, 784		
Tariff duties imposed, special. . . . .	295		
Tools, duties imposed. . . . .	417		
Trade agreement with Canada. . . . .	934		
with Southern Rhodesia in force. . . . .	1002		
Wood products, duties. . . . .	840		
<b>Iron and Steel</b>			
Brazil, imports in 1931. . . . .	26		
<b>Iron and Steel Products</b>			
Brazil, imports from Canada in 1931-32. . . . .	236		
<b>Italy</b>			
Balloons, market for toy. . . . .	994		
Beverages (alcoholic), duties increased. . . . .	488		
Business conditions. . . . .	285, 959		
Codfish, market in Naples for dried. . . . .	933		
Egg yolk, market for frozen. . . . .	760		
Fertilizers, surtax on artificial. . . . .	81		
Financial conditions. . . . .	286, 961		
Flour, duties. . . . .	697		
market. . . . .	694		
Grain, crop estimates for 1932. . . . .	794		
Hat-making industry. . . . .	373		
Honey, market. . . . .	626		
Import prohibitions. . . . .	338		
Radio Exhibition, National. . . . .	665		
Reports of Trade Commissioner A. B. Muddiman, Milan:			
May 20, 1932. . . . .	24		
June 10, 1932. . . . .	72		
June 16, 1932. . . . .	74		
June 17, 1932. . . . .	110		
July 22, 1932. . . . .	292		
August 5, 1932. . . . .	373		
September 16, 1932. . . . .	626		
October 1, 1932. . . . .	694		
October 5, 1932. . . . .	699		
October 22, 1932. . . . .	760		
October 26, 1932. . . . .	793		
October 27, 1932. . . . .	794		
November 24, 1932. . . . .	933		
November 26, 1932. . . . .	994		
Reports of Assistant Trade Commissioner R. W. McBurney, Milan:			
June 23, 1932. . . . .	141		
July 26, 1932. . . . .	285		
September 21, 1932. . . . .	665		
November 28, 1932. . . . .	959		
Tariff duties changed. . . . .	529, 642		
Trade with Canada, Jan.-August, 1932. . . . .	960		
Wheat, crop prospects for 1932. . . . .	110, 292, 549, 699		
imports in 1931-32. . . . .	699		
<b>Jamaica</b>			
<i>See</i> British West Indies.			
<b>Japan</b>			
Ammonia sulphate, imports and market. . . . .	890		
Animals (fur-bearing), imports. . . . .	272		
industry and production. . . . .	271		
Beverages (alcoholic), production and imports. . . . .	997		
Bitumen, market for Canadian. . . . .	76		
Business conditions. . . . .	117, 639		
Canned goods, exports increased. . . . .	483		
Clocks, market for electric. . . . .	892		
Crab (canned), production and exports. . . . .	966		
Exchange control. . . . .	195		
Financial conditions. . . . .	117, 639		
Fishing concerns, amalgamation of. . . . .	964		
Flour, exports. . . . .	390		
imports and market. . . . .	388		
production. . . . .	389		
Footwear, production and exports. . . . .	483		
Foreign trade, Jan.-May, 1932. . . . .	245		
Jan.-June, 1932. . . . .	369		
Jan.-Sept., 1932. . . . .	829		
Golf balls, market. . . . .	891		
Grain, crop prospects for 1932. . . . .	77, 244, 385		
production, 1932. . . . .	860		
Hides and skins, imports. . . . .	271		
Hops, market. . . . .	860		
Industrial profits. . . . .	858		
Inks (printing and lithographic), market. . . . .	854		
Leather, imports and market. . . . .	269		
production. . . . .	268		
Machines and machinery, market for road-building. . . . .	76		
Oil burners, market for automatic. . . . .	833		
Reports of Commercial Secretary James A. Langley, Tokyo:			
June 14, 1932. . . . .	76		
June 15, 1932. . . . .	122		
July 26, 1932. . . . .	386		
August 12, 1932. . . . .	483		
August 18, 1932. . . . .	483		
November 4, 1932. . . . .	854		
November 15, 1932. . . . .	963		
November 16, 1932. . . . .	890		
November 26, 1932. . . . .	965		
December 2, 1932. . . . .	999		
Reports of Assistant Trade Commissioner A. Keith Doull, Tokyo:			
June 1, 1932. . . . .	268		
June 7, 1932. . . . .	77		
July 2, 1932. . . . .	245		
July 28, 1932. . . . .	369		
September 7, 1932. . . . .	590		
October 24, 1932. . . . .	829		
November 16, 1932. . . . .	891		
Reports of Assistant Trade Commissioner James P. Manion, Tokyo:			
June 10, 1932. . . . .	75		
June 18, 1932. . . . .	117		
July 2, 1932. . . . .	195		
September 17, 1932. . . . .	639		
November 11, 1932. . . . .	858		





	PAGE		PAGE
<b>Malay States (Federated)</b>		<b>Medicines</b>	
Tariff preferences . . . . .	197, 767	See Drugs and Chemicals	
<b>Malay States (Unfederated)</b>		<b>Metal Manufactures</b>	
Tariff preferences . . . . .	335, 528, 735	Brazil, imports from Canada in 1931-32 . . . . .	236
<b>Malt</b>		<b>Metals and Minerals</b>	
Brazil, imports from Canada in 1931-32 . . . . .	233	Australia, New South Wales, production in 1931 . . . . .	543
Egypt, imports in 1931 . . . . .	952	Brazil, imports of copper in 1931 . . . . .	27
<b>Manchuria</b>		Germany, imports from Canada in 1931	222
Agricultural industry . . . . .	465	Hongkong, imports from Canada, Jan.-June, 1932 . . . . .	471
Consular invoices not required . . . . .	527	India, imports in 1931-32 . . . . .	928
Fish, imports and market . . . . .	669	Manchuria, production and exports . . . . .	526
Fishing industry . . . . .	668	Mexico, imports in 1931 . . . . .	65
Flour, imports in 1930 . . . . .	469	South Africa, imports in 1931 . . . . .	358
market . . . . .	828	United States, duty on brass foundry ashes and skimmings . . . . .	874
milling industry . . . . .	452	<b>Mexico</b>	
Foodstuffs (canned), market . . . . .	861	Beverages (alcoholic), imports in 1931 . . . . .	66
Foreign trade, Jan.-June, 1932 . . . . .	472	Box shooks, imports in 1931 . . . . .	64
Grain crop estimates . . . . .	892	Business conditions . . . . .	795
Import duty on transshipments . . . . .	599	Commercial travellers, regulations affecting . . . . .	69
Live stock industry . . . . .	467	Documentation of shipments . . . . .	35
Lumber, imports and exports . . . . .	308	Drugs and chemicals, imports in 1931 . . . . .	66
industry . . . . .	305	Exchange ratio for customs purposes . . . . .	488, 570, 737, 874
Manufacturing industries . . . . .	592	Financial conditions . . . . .	794
Map . . . . .	307, 563	Foreign trade in 1931 . . . . .	61
Minerals, production and exports . . . . .	526	Flour, imports in 1931 . . . . .	64
Mining industry . . . . .	525	Foodstuffs, imports in 1931 . . . . .	63
Reports of Trade Commissioner Paul Sykes, Dairen:		Imports in 1931 . . . . .	62, 68
July 14, 1932 . . . . .	305	Jan.-March, 1932 . . . . .	897
July 22, 1932 . . . . .	450	Invoice requirements . . . . .	242
August 1, 1932 . . . . .	465	Machines and machinery, imports in 1931 . . . . .	67
August 6, 1932 . . . . .	471	Metals and minerals, imports in 1931 . . . . .	65
August 15, 1932 . . . . .	525	Motor vehicles, imports in 1931 . . . . .	67
August 16, 1932 . . . . .	668	Packing house products, imports in 1931 . . . . .	63
August 18, 1932 . . . . .	562	Paper, imports in 1931 . . . . .	67
August 25, 1932 . . . . .	592	Points for exporters . . . . .	328
October 28, 1932 . . . . .	828	Reports of Trade Commissioner C. Noel Wilde, Mexico City:	
October 28, 1932 . . . . .	861	June 1, 1932 . . . . .	61
November 5, 1932 . . . . .	892	June 15, 1932 . . . . .	69
Routing of shipments to . . . . .	875	Reports of Acting Trade Commissioner H. Leslie Brown, Mexico City:	
South Manchuria Railway Company, activities . . . . .	562	August 1, 1932 . . . . .	328
Wheat, imports and market . . . . .	450	November 8, 1932 . . . . .	794
production . . . . .	451	November 10, 1932 . . . . .	897
<b>Maps</b>		Surcharge on parcel post shipments increased . . . . .	249
Cyprus . . . . .	586	Tariff duties changed . . . . .	297, 337, 768
Colombia . . . . .	835	Textiles, imports in 1931 . . . . .	65
Manchuria . . . . .	307, 563	Timber, imports in 1931 . . . . .	64
Middle East . . . . .	499	Wheat, import prohibitions . . . . .	842
<b>Meats</b>		<b>Milk</b>	
Australian shipments of chilled beef to London . . . . .	947	Netherlands, production and consumption . . . . .	183
Great Britain, import regulations . . . . .	968	<b>Milk (Concentrated)</b>	
India, imports of and market for canned . . . . .	412	Cuba, market . . . . .	888
Netherlands, import restrictions extended . . . . .	246	Egypt, imports in 1931 . . . . .	953
Norway, duty decreased on salted mutton . . . . .	706		
Sweden, imports in 1931 . . . . .	189		
See also Packing House Products.			

	PAGE		PAGE
<b>Milk (Concentrated)—Con.</b>		<b>Netherlands—Con.</b>	
Hongkong, imports.. . . . .	615	Flour milling industry.. . . . .	791
market for Canadian.. . . . .	93	Footwear, restrictions extended.. . . . .	767
Irish Free State, imports prohibited.	801	imports of leather.. . . . .	522
Netherlands, certificate of origin.. . . . .	602	production and export of leather.. . . . .	522
production.. . . . .	183	Foreign trade, Jan.-June, 1932.. . . . .	321
Sweden, imports in 1931.. . . . .	190	Hides and skins, imports.. . . . .	523
<b>Minerals</b>		Hog-breeding industry.. . . . .	135
See Metals and Minerals		Honey, imports and market.. . . . .	138
<b>Montserrat</b>		imports from Canada, Jan.-June, 1932.. . . . .	324
See British West Indies		production.. . . . .	137
<b>Motor Vehicle Parts and Accessories</b>		Leather, exports.. . . . .	518
Brazil, duties changed.. . . . .	248	imports and market.. . . . .	518
Brunei, preferences increased.. . . . .	905	imports from Canada.. . . . .	523
Great Britain, catalogue available.. . . . .	945	industry.. . . . .	521
India, market.. . . . .	513	production.. . . . .	521
Irish Free State, duty concession.. . . . .	602	Meat, import restrictions extended.. . . . .	246
<b>Motor Vehicles</b>		Milk (concentrated), certificate of origin.. . . . .	602
Belgium, import licences required.. . . . .	488	Milk, production and consumption.. . . . .	183
Bolivia, imports in 1930.. . . . .	731	Oats, imports.. . . . .	324
Brazil, duties changed.. . . . .	121, 248	Plywood, imports and market.. . . . .	692
imports in 1931.. . . . .	27	Refrigerators, market.. . . . .	958
from Canada in 1931-32.. . . . .	231	Reports of Trade Commissioner	
British West Indies, Antigua, preferences increased.. . . . .	735	J. C. Macgillivray, Rotterdam:	
St. Kitts-Nevis, preferences increased.. . . . .	874	June 24, 1932.. . . . .	135
St. Vincent, preferences increased.. . . . .	735	June 27, 1932.. . . . .	105
Cyprus, imports in 1931.. . . . .	658	July 8, 1932.. . . . .	183
restriction on size.. . . . .	937	July 13, 1932.. . . . .	224
Hongkong, certificate of origin.. . . . .	904	July 19, 1932.. . . . .	226
imports from Canada, Jan.-June, 1932.. . . . .	471	July 21, 1932.. . . . .	226
market.. . . . .	872	July 21, 1932.. . . . .	291
India, imports in 1931-32.. . . . .	320, 928	July 30, 1932.. . . . .	325
New Zealand, import regulations.. . . . .	33	September 2, 1932.. . . . .	518
South Africa, imports in 1931.. . . . .	358	September 29, 1932.. . . . .	692
Uruguay, proposed change in duty.. . . . .	82	October 18, 1932.. . . . .	721
<b>Musical Instruments</b>		October 28, 1932.. . . . .	791
Great Britain, market.. . . . .	131	November 30, 1932.. . . . .	959
South Africa, imports in 1931.. . . . .	361	December 5, 1932.. . . . .	958
<b>Mutton (Salted)</b>		December 16, 1932.. . . . .	994
See Meats		Reports of Assistant Trade Commissioner R. P. Bower, Rotterdam:	
<b>N</b>		June 6, 1932.. . . . .	137
<b>Netherlands</b>		July 6, 1932.. . . . .	191
Animal meal, import regulations.. . . . .	705	July 23, 1932.. . . . .	321
Apples (dried), imports and market	226, 994	September 14, 1932.. . . . .	560
Apples (fresh), imports.. . . . .	324	September 30, 1932.. . . . .	631
Bacon and hams, imports.. . . . .	135	October 6, 1932.. . . . .	665
production and exports.. . . . .	135	Rye, imports.. . . . .	324
Barley, imports.. . . . .	324	Tariff duties, proposed increases.. . . . .	641
Business conditions.. . . . .	191, 631	Tobacco, imports.. . . . .	666
Butter, imports restricted.. . . . .	161	production of manufactured.. . . . .	665
production and exports.. . . . .	183	Trade with Canada, Jan.-June, 1932.. . . . .	323
Contract conditions, compliance with essential.. . . . .	959	Wheat, imports and market. 224, 324,	722, 792
Dairying industry, assistance to.. . . . .	183	milling regulations.. . . . .	377
Exports to Canada, Jan.-June, 1932.. . . . .	324	production in 1932.. . . . .	225
Financial conditions.. . . . .	190, 631	<b>Netherlands India</b>	
Fish meal, imports and market.. . . . .	105	Air mail service to Java.. . . . .	926
imports, Jan.-June, 1932.. . . . .	324	Business conditions.. . . . .	361
Flour, imports.. . . . .	324, 723, 791	Culverts, market for metal.. . . . .	475
Jan.-June, 1932.. . . . .	225	Financial conditions.. . . . .	361
		Foreign trade in 1931.. . . . .	172
		Imports in 1931.. . . . .	175
		Jan.-June, 1932.. . . . .	362
		Map.. . . . .	499



	PAGE		PAGE
<b>Netherlands India—Con.</b>		<b>New Zealand—Con.</b>	
Newsprint, imports and market.. . . .	260	Reports of Assistant Trade Commissioner H. L. E. Priestman, Auckland:	
Paper, imports and market. . . . .	257, 262	June 25, 1932.. . . .	181
Paper products, imports and market	257, 263	July 22, 1932.. . . .	349
imports from United States in 1930	267	August 2, 1932.. . . .	473
Radios, market.. . . .	986	August 4, 1932.. . . .	430
Reports of Trade Commissioner G. R. Heasman, Batavia:		August 8, 1932.. . . .	426
June 20, 1932.. . . .	172	August 16, 1932.. . . .	511
July 1, 1932.. . . .	257	October 29, 1932.. . . .	866
July 28, 1932.. . . .	361	November 26, 1932.. . . .	978
August 1, 1932.. . . .	497	Tariff duties changed.. . . .	672, 734
September 6, 1932.. . . .	637	Tenders invited.. . . .	200, 601, 769
Reports of Assistant Trade Commissioner B. C. Butler, Batavia:			
August 9, 1932.. . . .	475	<b>Nicaragua</b>	
November 16, 1932.. . . .	983	See Central America	
Roofing materials, imports and market.. . . .	264	<b>Nickel</b>	
Salmon (canned), imports . . . . .	637	See Metals and Minerals	
Sardines (canned), imports.. . . .	637	<b>Norway</b>	
Wallpaper, imports and market.. . . .	264	Apples (dried), market.. . . .	600
Woodpulp, imports and market.. . . .	257	Business conditions.. . . .	325
<b>Newfoundland</b>		Crop conditions.. . . .	720
Financial conditions.. . . .	404	Financial conditions.. . . .	749
Foreign trade in 1930-31.. . . .	447	Foodstuffs, control of agricultural . .	162
Imports in 1931-31, detailed.. . . .	447	Foreign trade, Jan.-Sept., 1932.. . . .	789
Report of Junior Trade Commissioner C. B. Birkett, Ottawa:		Grain, prices of domestic.. . . .	484
August 25, 1932.. . . .	402, 445	Mutton (salted), duty decreased.. . .	706
Shipping services to.. . . .	405	Paints and varnishes, marking regulations.. . . .	736
Surtax on import duties imposed.. . .	159	Plywood, import restrictions.. . . .	340
Tax on Goods Act amended.. . . .	159	Refrigerators, market for mechanical..	71
Trade and industries.. . . .	402	Reports of Trade Commissioner F. H. Palmer, Oslo:	
<b>Newsprint</b>		June 9, 1932.. . . .	21
Brazil, imports from Canada in 1931-32.. . . .	234	June 28, 1932.. . . .	187
British Malaya, imports and market..	259	June 29, 1932.. . . .	188
Great Britain, application for duty imposition.. . . .	681	July 20, 1932.. . . .	287
Hongkong, imports from Canada, Jan.-June, 1932.. . . .	471	July 27, 1932.. . . .	327
Netherlands India, imports and market.. . . .	260	August 24, 1932.. . . .	527
South Africa, imports in 1931.. . . .	361	August 24, 1932.. . . .	600
<b>New Zealand</b>		August 27, 1932.. . . .	558
Advertising matter, payment of duty on.. . . .	33	August 29, 1932.. . . .	627
Business conditions.. . . .	426	September 21, 1932 . . . . .	628
Export exchange pool.. . . .	181	September 28, 1932.. . . .	663
Exports to Canada, Jan.-June, 1932..	513	October 17, 1932.. . . .	720
Jan.-Sept., 1932.. . . .	980	October 22, 1932.. . . .	745
Financial conditions.. . . .	426	November 16, 1932.. . . .	881
Foreign trade, Jan.-June, 1932.. . . .	511	Reports of Assistant Trade Commissioner Shirley G. MacDonald, Oslo:	
Jan.-Sept., 1932.. . . .	978	March 7, 1932.. . . .	71
Fuel oil burners, market.. . . .	473	October 22, 1932.. . . .	749
Hosiery, duty.. . . .	336	October 25, 1932.. . . .	789
Imports from Canada, Jan.-June, 1932	512	October 27, 1932.. . . .	825
Jan.-Sept., 1932.. . . .	979		
Life insurance.. . . .	866	<b>O</b>	
Macaroni, market for Canadian.. . .	348	<b>Oatmeal</b>	
Motor vehicles, import regulations.. .	33	Hongkong, imports, Jan.-June, 1932..	471
Onions, imports restricted.. . . .	335	<b>Oats</b>	
Railway ties, imports and market.. .	430	Germany, imports in 1931.. . . .	217
		Great Britain, imports from Canada, Jan.-Sept., 1932.. . . .	716
		Netherlands, imports, Jan.-June, 1932..	324
		See also Grain	

	PAGE		PAGE
<b>Oats (Rolled)</b>		<b>Panama—Con.</b>	
Brazil, imports in 1931-32. . . . .	233	Reports of Trade Commissioner J. A. Strong, Panama City:	
<b>Oils</b>		July 5, 1932. . . . .	193
South Africa, imports in 1931. . . . .	359	August 22, 1932. . . . .	556
Venezuela, production and exports. . .	194	September 21, 1932. . . . .	594
<b>Oil Burners</b>		September 29, 1932. . . . .	634
Japan, market for automatic. . . . .	833	November 6, 1932. . . . .	834
New Zealand, market for fuel. . . . .	473	November 22, 1932. . . . .	893
<b>Oils and Fats (Animal)</b>		November 22, 1932. . . . .	897
Egypt, imports in 1931. . . . .	954	<b>Paper</b>	
Sweden, imports in 1931. . . . .	326	Bolivia, imports in 1930. . . . .	731
<b>Oleomargarine</b>		Brazil, imports from Canada in 1931-32	
Germany, imports in 1931. . . . .	220	of book. . . . .	235
Sweden, imports in 1931. . . . .	327	imports in 1931. . . . .	27
<i>See also</i> Packing House Products		British Malaya, imports and market	257, 261
<b>Onions</b>		Cyprus, imports in 1931. . . . .	661
New Zealand, imports restricted. . . .	335	Great Britain, market for Canadian in	
<i>See also</i> Vegetables (Fresh)		Scotland. . . . .	44
<b>Oranges</b>		India, imports in 1931-32. . . . .	930
Australia, New South Wales, produc-		Mexico, imports in 1931. . . . .	67
tion. . . . .	216	Netherlands India, imports and	
Palestine, production and exports. . .	788	market. . . . .	257, 262
<b>Oysters</b>		South Africa, imports in 1931. . . . .	361
Great Britain, imports and market in		<b>Paper Bags</b>	
North of England. . . . .	612	China, market in Hongkong and South	12
<b>P</b>		<b>Paper Products</b>	
<b>Packing House Products</b>		British Malaya, imports from United	
Cuba, market. . . . .	479	States in 1930. . . . .	267
Egypt, imports in 1931. . . . .	954	imports and market. . . . .	257, 263, 265
Finland, duty changed on sausage		Netherlands India, imports from	
casings. . . . .	840, 949	United States in 1930. . . . .	267
Germany, imports from Canada in		imports and market. . . . .	257, 263, 265
1931. . . . .	220	Siam, imports from United States in	
Great Britain, imports, Jan.-Sept.,		1930. . . . .	267
1932. . . . .	864	imports and market. . . . .	257
into Bristol in 1931-32. . . . .	549	<b>Parcel Post</b>	
Irish Free State, export bounties. . .	641	British West Indies, insurance service	719
Mexico, imports in 1931. . . . .	63	Mexico, surcharge on shipments in-	
Sweden, imports in 1931. . . . .	189	creased. . . . .	249
export regulations. . . . .	969	<b>Pears (Fresh)</b>	
<b>Paints and Varnishes</b>		Australia, production and exports in	
Norway, marking regulations. . . . .	736	1932. . . . .	20
South Africa, imports in 1931. . . . .	359	<i>See also</i> Fruits (Fresh)	
<b>Palestine</b>		<b>Pencil Slats</b>	
Box shooks, production and imports. .	788	Great Britain, market. . . . .	577
Invoice regulations. . . . .	458	<b>Peru</b>	
Oranges, production and exports. . .	788	Business conditions. . . . .	230, 701
Tariff duties changed. . . . .	121	Consular invoice regulations. . . . .	738
<b>Panama</b>		Documentation on shipments. . . . .	249
Canal traffic in 1931. . . . .	194	Financial conditions. . . . .	230, 701
Dairy produce, market. . . . .	596	Flour, import tax imposed. . . . .	737
Fish, market. . . . .	595	supplementary duties imposed. . .	765
Flour, market. . . . .	595	Leather, imports and market. . . . .	151
Points for exporters. . . . .	556	production. . . . .	150
Potatoes, imports and market. . . . .	595	Reports of Trade Commissioner C. S. Bissett, Lima:	
		June 14, 1932. . . . .	114
		June 30, 1932. . . . .	150
		July 4, 1932. . . . .	230
		September 1, 1932. . . . .	598
		September 7, 1932. . . . .	729
		September 30, 1932. . . . .	701
		October 17, 1932. . . . .	729



	PAGE		PAGE
<b>Peru—Con.</b>		<b>Poultry Feed</b>	
Wheat, import regulations.. . . . .	114	See Feedstuffs	
import tax imposed.. . . . .	737	<b>Publications</b>	
regulations governing production..	729	Agreements Concluded at the Imperial	
supplementary duties imposed.. . .	765	Economic Conference, 1932.. . . .	425
<b>Petrol</b>		List of issued by Dept. of Trade and	
Australia, New South Wales, imports		Commerce.. . . . .	742
from Roumania.. . . . .	822		
<b>Philippine Islands</b>		<b>Q</b>	
Flour, imports.. . . . .	967	<b>Quotations</b>	
<b>Phonographs</b>		Ecuador, in United States currency for	413
See Musical Instruments		Central and South America, for wood-	
<b>Pianos</b>		pulp in.. . . . .	729
See Musical Instruments			
<b>Pigs</b>		<b>R</b>	
Irish Free State, bounty on exports..	672	<b>Rabbits</b>	
<b>Pitwood and Pit Props</b>		Australia, exports.. . . . .	947
Great Britain, market in South Wales.	17	<b>Radiophonic Apparatus</b>	
<b>Plywood</b>		Irish Free State, duty.. . . . .	602
Argentina, duty preference to Finland		<b>Radios</b>	
cancelled.. . . . .	199	Belgium, market.. . . . .	185
Great Britain, market in Scotland.. .	314	British Malaya, market.. . . . .	983
Netherlands, imports and market.. .	692	Great Britain, exhibition in London..	443
Norway, import restrictions.. . . . .	840	India, market.. . . . .	986
<b>Points for Exporters</b>		Italy, National Exhibition.. . . . .	665
Belgium.. . . . .	988	Japan, imports and market.. . . . .	333
British Malaya.. . . . .	497	industry.. . . . .	333
British West India, Jamaica.. . . . .	580	Netherlands India, market.. . . . .	986
Colombia.. . . . .	834	Siam, market.. . . . .	985
Cyprus.. . . . .	688	<b>Railway Ties</b>	
France.. . . . .	617	New Zealand, imports and market.. .	430
Hongkong and South China.. . . . .	414	<b>Razor Blades</b>	
Mexico.. . . . .	328	Great Britain, duty changed.. . . . .	196
Panama.. . . . .	556	<b>Refrigerators</b>	
Siam.. . . . .	497	Argentina, market for mechanical.. .	115
<b>Poland</b>		Great Britain, market for electric.. .	442
Flour, imports from Canada in 1931..	219	Netherlands, market.. . . . .	958
<b>Portugal</b>		Norway, market for mechanical.. . .	71
Certificates of origin.. . . . .	737	Sweden, market for mechanical.. . . .	71
Foreign trade in 1931.. . . . .	72	<b>Rhodesia ((Northern))</b>	
Import surtax reduced.. . . . .	768	Representation in.. . . . .	170
Trade with Canada in 1931.. . . . .	74	<b>Rhodesia (Southern)</b>	
Wheat crop prospects for 1932.. . .	74, 292	Representation in.. . . . .	170
<b>Potatoes</b>		Trade agreement with Canada.. . . .	894
British West Indies, Jamaica, market.	614	Trade agreement with Irish Free State	
Cuba, import regulations re seed		in force.. . . . .	1002
revised.. . . . .	597	<b>Roofing Materials</b>	
market.. . . . .	962	British Malaya, imports and market..	264
Cyprus, imports in 1931.. . . . .	662	Netherlands India, imports and market	264
Great Britain, crop prospects in		<b>Roumania</b>	
England and Wales.. . . . .	683	Wheat crop prospects.. . . . .	480
duty.. . . . .	196	<b>Rubber</b>	
Hongkong, imports from Canada, Jan-		British Malaya, production and ex-	
June, 1932.. . . . .	470	ports, Jan.-June, 1932.. . . . .	365
Irish Free State, export bounty.. . . .	935	South Africa, imports in 1931.. . . .	360
Panama, imports and market.. . . . .	595	<b>Rubber Goods</b>	
<b>Poultry</b>		Brazil, imports in 1931.. . . . .	27
Irish Free State, export bounty.. . .	904	in 1931-32.. . . . .	232
duties imposed.. . . . .	487	Cyprus, imports in 1931.. . . . .	659
		Great Britain, market.. . . . .	923
		India, imports in 1931-32.. . . . .	929

	PAGE		PAGE
<b>Russia</b>		<b>Sewing Machines</b>	
Agricultural implements and machinery, exports from Canada..	223	Brazil, imports from Canada, 1931-32	231
<b>Rye</b>		<b>Shipping</b>	
Czechoslovakia, imports in 1931..	218	China, routing to..	157
Finland, tariff duties..	736	Newfoundland, services to..	405
Germany, imports in 1931..	217	North China ports, services to..	418
Netherlands, imports from Canada, Jan.-June, 1932..	324	World tonnage for June, 1932..	281
United States, crop forecast for winter in..	987	<b>Shrimps</b>	
<i>See also</i> Grain		Japan, market for frozen..	76
<b>S</b>		<b>Siam</b>	
<b>St. Kitts-Nevis</b>		Air mail service to..	926
<i>See</i> British West Indies		Exports, Jan.-June, 1932..	365
<b>St. Lucia</b>		Financial conditions, Jan.-June, 1932	366
<i>See</i> British West Indies		Imports, Jan.-June, 1932..	365
<b>St. Vincent</b>		Map..	499
<i>See</i> British West Indies		Paper products, imports and market, imports from the United States in 1930..	267
<b>Salmon (Canned)</b>		Points for exporters..	497
Belgium, market..	49	Radios, market..	985
Canary Islands, Russian competition in Teneriffe..	962	Woodpulp, imports and market..	257
Egypt, imports in 1931..	955	<b>Silk</b>	
France, duties increased..	641	Japan, production and exports of artificial..	157
import restrictions removed..	570	<i>See also</i> Textiles	
Germany, imports in 1931..	220	<b>Sleepers</b>	
Great Britain, imports and market..	786	<i>See</i> Railway Ties	
imports, April-June, 1932..	318	<b>Soda Ash</b>	
from Canada, Jan.-Sept., 1932..	716	China, imports and market in Central	243
Hongkong, market for Canadian..	93	<b>Soups</b>	
India, imports and market..	411	Hongkong, market for Canadian..	93
Japan, production..	963	India, imports and market..	412
Netherlands India, imports..	637	<b>South Africa</b>	
<i>See also</i> Fish		Advertising, details required..	682
<b>Salmon (Frozen and Salted)</b>		Exports in 1931..	274
France, market conditions..	932	to Canada..	277
Germany, imports in 1931..	220	Foreign trade in 1931..	273, 354, 395, 431
Great Britain, market..	981	Imports in 1931, detailed..	354
<i>See also</i> Fish		agricultural implements and machinery..	358
<b>Salt</b>		agricultural products..	355
British West Indies, Turks and Caicos Islands, production and exports	99	apparel..	357
<b>Salvador</b>		beverages (alcoholic)..	356
<i>See</i> Central America		chemicals..	359
<b>Samples</b>		drugs..	359
Argentina, shipments to..	293	earthenware..	358
<b>Sardines (Canned)</b>		electrical supplies and appliances..	358
Germany, imports in 1931..	221	fertilizers..	359
India, imports and market..	411	flour..	356
Netherlands India, imports..	637	foodstuffs..	355
<i>See also</i> Fish		footwear (leather)..	360
<b>Sausage Casings</b>		footwear (rubber)..	360
<i>See</i> Packing House Products		glassware..	358
<b>Seeds</b>		hosiery..	357
Germany, imports from Canada in 1931..	221	jewellery..	361
Great Britain, market in Scotland for red clover..	579	leather..	360
Sweden, imports in 1931..	290	livestock..	355
<b>Senega Root</b>		lumber..	360
Germany, imports from Canada in 1931..	221	machines and machinery..	358
Japan, market..	13	metal manufacturers..	358
		metals and minerals..	358
		motor vehicles..	358
		musical instruments..	361
		newsprint..	361
		oils..	359



	PAGE		PAGE
<b>South Africa—Con.</b>		<b>Sweden—Con.</b>	
Imports in 1931— <i>Con.</i>		Imports in 1931— <i>Con.</i>	
paints and varnishes . . . . .	359	honey . . . . .	190
paper . . . . .	361	livestock . . . . .	188
paper products . . . . .	361	milk (concentrated) . . . . .	190
rubber . . . . .	360	oils and fats (animal) . . . . .	326
textiles . . . . .	357	oleomargarine . . . . .	327
tires and tubes . . . . .	360	packing house products . . . . .	189
tobacco . . . . .	356	seeds . . . . .	290
vehicles . . . . .	358	vegetables (fresh) . . . . .	287
wheat . . . . .	356	wheat . . . . .	288
wood products . . . . .	360	Imports from Canada in 1931 . . . . .	188
Imports from Canada in 1931 . . . . .	431	Packing house products, export regu-	
Imports in 1931, countries of origin . . . . .	395	lations . . . . .	969
Report of Trade Commissioner G. R. Stevens, Cape Town:		Refrigerators, market for mechanical . . . . .	71
September 23, 1932 . . . . .	682	<b>Switzerland</b>	
Reports of Assistant Trade Commissioner J. L. Mutter, Cape Town:		Business conditions . . . . .	325
June 22, 1932 . . . . .	170	Cheese, production and exports . . . . .	227
July 6, 1932 . . . . .	273, 354, 395, 431	Financial conditions . . . . .	325
Trade agreement with Canada . . . . .	849	Foreign trade in 1931 . . . . .	560
		Jan.-June, 1932 . . . . .	326
		Import restrictions . . . . .	34, 534
		Wheat, import regulations . . . . .	292
		imports, Jan.-June, 1932 . . . . .	291
		production . . . . .	291
<b>Spain</b>			T
Drugs and medicines, stamp tax imposed . . . . .	969	<b>Tallow</b>	
Foreign trade in 1931 . . . . .	141	Australia, exports to Canada . . . . .	822
Trade with Canada in 1931 . . . . .	143	<b>Tariff Changes and Import Regulations</b>	
Wheat crop prospects for 1932 . . . . .	292	Argentina, duties changed . . . . .	297, 489
<b>Starch</b>		foodstuffs, packing and marking regulations . . . . .	599
Egypt, imports in 1931 . . . . .	952	preference to Finland cancelled . . . . .	199
<b>Stationery</b>		whisky, duties changed . . . . .	82
<i>See</i> Paper		Australia, drawback, treatment of . . . . .	873
<b>Stockings</b>		duties changed . . . . .	31, 456, 702
<i>See</i> Hosiery		import restrictions removed . . . . .	456
<b>Stout</b>		preferences increased . . . . .	672
<i>See</i> Beverages (Alcoholic)		tobacco, duties . . . . .	393
<b>Stoves</b>		Austria, import restrictions . . . . .	296
Great Britain, market for electric . . . . .	442	Belgium, fish, import restrictions imposed . . . . .	121, 242
<b>Straits Settlements</b>		flour, import regulations . . . . .	706
Tariff preferences . . . . .	767, 842	hosiery, import of silk restricted . . . . .	81
<b>Sugar</b>		import regulations . . . . .	841
Cuba, production restricted . . . . .	801	date of applications postponed . . . . .	570
Egypt, imports in 1931 . . . . .	952	maize products, imports restricted . . . . .	81
<b>Sweden</b>		motor vehicles, import licence required . . . . .	488
Business conditions . . . . .	884	sales tax, proposed increase . . . . .	162
Cost of living . . . . .	884	wheat, import regulations . . . . .	706
Crop conditions . . . . .	720	Brazil, duties decreased . . . . .	488
Financial conditions . . . . .	884	motor vehicle parts and accessories, duties changed . . . . .	248
Flour milling regulations . . . . .	198, 736, 938	motor vehicles, duties changed . . . . .	121, 248
Foreign trade in 1931 . . . . .	187	British West Indies, Antigua, motor vehicles, preferences increased . . . . .	735
Jan.-Sept., 1932 . . . . .	882	preferences increased . . . . .	768
Grain, milling regulations . . . . .	736	Bermuda, preferences increased . . . . .	904, 948
Imports in 1931, detailed . . . . .	188, 287, 326	British Guiana, preferences increased . . . . .	969
animals (fur-bearing) . . . . .	188	British Honduras, duties changed . . . . .	375, 800
eggs . . . . .	190	package tax imposed . . . . .	246
feathers . . . . .	191	Grenada, preferences increased . . . . .	1000
fish . . . . .	189	surtax imposed . . . . .	905
flour . . . . .	289		
fruits (dried) . . . . .	288		
fruits (fresh) . . . . .	287		
grain . . . . .	288		

Tariff Changes, etc.— <i>Con.</i>	PAGE	Tariff Changes, etc.— <i>Con.</i>	PAGE
British West Indies— <i>Con.</i>		Finland, grain, milling regulations.	377, 706
Jamaica, apparel, preferences granted.	787	packing house products, duty.	969
duties changed.	765	rye, duties.	736
fertilizers exempt from package tax.	569	Fiji, preferences revised.	935
footwear, duty.	440	France, bacon and hams, duties changed.	198, 377
preferences increased.	734	cereals, duties increased.	569
Montserrat, duties changed.	801	exchange surtax imposed.	247
St. Kitts-Nevis, motor vehicles, preferences increased.	874, 936	general rates applied to Canada.	33
surcharge imposed.	874	horses, duties increased.	246
St. Lucia, preferences increased.	1001	lumber, duties.	905
St. Vincent, motor vehicles, preferences increased.	735	import quotas.	121
preferences increased.	799	salmon (canned), duties increased.	641
Trinidad, beverages (alcoholic), import restrictions on stout removed.	336	import restrictions removed.	570
preferences increased.	796	wheat, mixing regulations.	162, 296, 937
Virgin Islands, preferences increased.	1000	Germany, duties changed.	529
British Malaya, duties changed in State of Johore.	937	super tariff on Canadian goods suspended.	34
Brunei, motor vehicles and parts, preferences increased.	905	wheat, milling regulations.	336
preferences in force.	458	Great Britain, apples (canned), duty.	840
Canada, certificates of origin for Empire countries.	977	butter, certificates of origin.	159
exports of farm products to United States under three tariffs.	514, 312, 516, 650, 778, 950	certificates of origin.	335, 456
a correction.	366	duties against Irish Free State.	120, 801
trade agreement with Irish Free State.	934	duties, application for imposition.	681
South Africa.	849	duties changed.	81
Southern Rhodesia.	894	footwear, duties increased on rubber.	670
United Kingdom.	752	Horticultural Products Act, schedule of duties revised.	417
trade agreements with United Kingdom and Dominions passed.	854	Import Duties Act, additional duties.	455
Chile, duty payments.	198	removal of items from free list.	640
China, consular invoice regulations.	162, 200, 334, 418, 570, 801	import regulations.	968
duties increased.	427	investigations.	873
leather, duties in North and Central.	10	lumber, preference on Canadian.	455
Costa Rica, duties changed.	338	machines and machinery, concessions.	968
import regulations.	642	Merchandise Marks Act:	
Cuba, business tax imposed.	642	applications.	249, 417, 454, 603, 640, 765
flour, consumption tax imposed.	320	inquiries.	80
lumber, duties.	687	orders.	31
Cyprus, duties changed.	81	recommendations.	120, 294, 569, 670, 903
motor vehicles, restrictions on size.	937	Ottawa Agreements Bill passed.	809
Czechoslovakia, flour, supplementary duties.	199, 377, 530, 706	potatoes, duty.	196
grain, supplementary duties.	199, 377, 530, 706	razor blades, duty changed.	196
import monopoly for agricultural products.	486	trade agreement with Canada.	752
Denmark, duties and taxes increased.	198	with India approved.	999
exchange control.	560	Wheat Quota Act.	14
gold cover regulations.	560	Greece, drugs and medicines, stamp tax imposed.	969
import control.	487, 735	duties decreased.	706
Egypt, duties changed.	34	import restrictions.	968
flour, duties changed.	246	Hongkong, Chinese consular invoices for.	763
wheat, duties changed.	246	motor vehicles, certificates of origin.	904
Estonia, wheat, import restrictions.	904	India, textiles, decrease in duties proposed.	457
		trade agreement with United Kingdom approved.	999
		Irish Free State, agricultural implements and machinery, preferences.	968
		bacon, duties changed.	120
		butter, export bounty.	873
		cattle, export bounty.	601, 671
		cheese, importation prohibited.	296
		documentation.	195



	PAGE		PAGE
<b>Tariff Changes, etc.—Con.</b>		<b>Tariff Changes, etc.—Con.</b>	
Irish Free State— <i>Con.</i>		Palestine, duties changed . . . . .	121
duties changed . . . . .	246, 602, 734	invoice regulations . . . . .	458
duties, special . . . . .	295	Peru, consular invoice regulations . . . . .	738
flour, duty . . . . .	120, 196	documentation of shipments . . . . .	249
grain, import licences . . . . .	705	flour, import tax imposed . . . . .	737
leather, subsidy granted . . . . .	197	supplementary duty imposed . . . . .	765
machinery, duty on cheese-making . . . . .	935	wheat, supplementary duty imposed . . . . .	765
milk (concentrated), import prohibition . . . . .	801	Portugal, certificates of origin . . . . .	737
motor chassis, duty concession . . . . .	602	import surtax reduced . . . . .	768
packing house products, export bounties . . . . .	641	Salvador, duties changed . . . . .	247, 737
pigs, export bounty . . . . .	672	South Africa, trade agreement with Canada . . . . .	849
potatoes, export bounty . . . . .	935	Southern Rhodesia, trade agreement with Canada . . . . .	894
poultry, duties . . . . .	487	with Irish Free State in force . . . . .	1002
export bounty . . . . .	904	Straits Settlements, beverages (alcoholic), preferences . . . . .	842
radiophonic apparatus, duty . . . . .	602	duties changed . . . . .	767
sheep, duties . . . . .	487	motor vehicles, preferences . . . . .	842
tools, duties . . . . .	417	Sweden, flour milling regulations, 198, 736, 938	
trade agreement with Canada . . . . .	934	packing house products, export regulations . . . . .	969
with Southern Rhodesia in force . . . . .	1002	Switzerland, imports restricted . . . . .	34, 530
Italy, beverages (alcoholic), duties increased . . . . .	488	Turkey, exchange control regulations . . . . .	842
duties changed . . . . .	529, 642	United States, gypsum, duty on crushed imports from Canada of farm products under three tariffs . . . . .	81
fertilizers, surtax on artificial . . . . .	81		154, 312, 516, 650, 778, 950
flour, duties . . . . .	697	a correction . . . . .	366
imports prohibited . . . . .	338	import taxes . . . . .	160
Japan, duties changed . . . . .	122	minerals and metals, duty . . . . .	874
Malay States (Federated), preferences . . . . .	197, 767	Uruguay, duties changed . . . . .	338
Malay States (Unfederated), preferences . . . . .	335, 528, 735	duty increase extended . . . . .	199
Manchuria, consular invoices not required . . . . .	527	duty payment in gold, exemptions from . . . . .	377
import duty on transhipments . . . . .	599	motor vehicles, proposed change in duty . . . . .	82
Mexico, documentation . . . . .	35	Yugoslavia, duties changed . . . . .	199
duties changed . . . . .	297, 337, 768		
exchange ratio for customs purposes . . . . .	488, 570, 737, 874	<b>Tea Chests</b>	
invoice requirements . . . . .	242	India, market for wooden . . . . .	280
surcharge on parcel post shipments increased . . . . .	249		
wheat, import prohibitions . . . . .	842	<b>Tenders Invited</b>	
Netherlands, animal meal, import regulations . . . . .	705	Australia . . . . .	82, 122, 200, 458, 601, 643, 733
butter, imports restricted . . . . .	162	British West Africa . . . . .	777
duties, proposed increase . . . . .	641	New Zealand . . . . .	200, 601, 769
honey, duties . . . . .	140		
import restrictions extended . . . . .	767	<b>Textiles</b>	
meat, import restrictions extended . . . . .	246	Bolivia, imports in 1930 . . . . .	731
milk (concentrated), certificate of origin . . . . .	602	Brazil, imports from Canada, in 1931-32 . . . . .	235
wheat, milling regulations . . . . .	377	imports in 1931 . . . . .	28
Newfoundland, surtax on duties imposed . . . . .	159	Cyprus, imports in 1931 . . . . .	660
Tax on Goods Act amended . . . . .	159	India, duties, proposed decrease in . . . . .	457
New Zealand, advertising matter, duty payments . . . . .	33	Japan, spinning factory extensions . . . . .	999
duties changed . . . . .	672	Manchuria, industry . . . . .	593
hosiery, duty . . . . .	336	Mexico, imports in 1931 . . . . .	65
motor vehicles, import regulations . . . . .	33	South Africa, imports in 1931 . . . . .	357
preferences unchanged . . . . .	734		
Nicaragua, duties increased . . . . .	767, 841	<b>Timber</b>	
Norway, foodstuffs, control of agricultural . . . . .	162	Australian hardwoods . . . . .	52
mutton (salted), duty decreased . . . . .	706	Australia, New South Wales, exports in 1931 . . . . .	20
paints and varnishes, marking regulations . . . . .	736	imports in 1931 . . . . .	20
plywood, import restrictions . . . . .	840	specifications for ships' life boats . . . . .	822

	PAGE		PAGE
<b>Timber—Con.</b>		<b>United States—Con.</b>	
Great Britain, market for Canadian in Scotland. . . . .	43	Reports of Assistant Trade Commis- sioner M. J. Vechslar, New York City.	
Mexico, imports in 1931. . . . .	64	August 3, 1932. . . . .	310
<i>See also</i> Lumber		August 11, 1932. . . . .	314
		August 15, 1932. . . . .	368
<b>Tires and Tubes</b>		October 8, 1932. . . . .	663
Austria, imports in 1931. . . . .	223	December 8, 1932. . . . .	934
Cyprus, imports in 1931. . . . .	659	Rye, crop forecast for winter in. . .	987
Czechoslovakia, imports in 1931. . . .	223	Tobacco, crop prospects for 1932. . .	314
Hongkong, market for used in. . . . .	591	Wheat, crop forecast for winter in. .	987
South Africa, imports in 1931. . . . .	360		
		<b>Uruguay</b>	
<b>Tobacco</b>		Duty payment in gold, exemptions from . . . . .	377
Australia, production and market . . .	391	Motor vehicles, proposed change in duty . . . . .	82
tariff duties. . . . .	393	Tariff duties changed. . . . .	338
Egypt, imports in 1931. . . . .	958	Tariff duty increase extended . . . .	199
France, production and imports . . . .	699		
Great Britain, imports from Canada, Jan.-Sept., 1932, of unmanu- factured . . . . .	716	<b>V</b>	
Netherlands, imports. . . . .	666	<b>Vacuum Cleaners</b>	
production of manufactured. . . . .	665	Germany, imports from Canada in 1931 . . . . .	224
South Africa, imports in 1931. . . . .	356	Great Britain, market. . . . .	442
United States, crop prospects for 1932	314		
		<b>Varnishes</b>	
<b>Tools</b>		<i>See</i> Paints and Varnishes	
Irish Free State, duties imposed. . . .	417	<b>Vegetables (Canned)</b>	
		Brazil, imports from Canada in 1931- 32 . . . . .	233
<b>Tourist Traffic</b>		Hongkong, market for Canadian . . .	93
Australia, steamship in. . . . .	946	India, imports and market . . . . .	412
		<b>Vegetables (Fresh)</b>	
<b>Trengganu</b>		Sweden, imports in 1931. . . . .	287
<i>See</i> Malay States (Unfederated)			
<b>Trinidad</b>		<b>Vehicles</b>	
<i>See</i> British West Indies		Mexico, imports in 1931. . . . .	67
		South Africa, imports in 1931. . . . .	358
<b>Tubes</b>		<i>See also</i> Motor Vehicles	
<i>See</i> Tires and Tubes		<b>Venezuela</b>	
<b>Turkey</b>		Business conditions. . . . .	194, 893
Exchange control regulations . . . . .	842	Financial conditions. . . . .	194
		Flour, imports from Canada in 1931	194
<b>Turks and Caicos Islands</b>		Foreign trade in 1931. . . . .	194, 894
<i>See</i> British West Indies		Oil, production and exports. . . . .	194
<b>U</b>		<b>Virgin Islands</b>	
<b>Unfederated Malay States</b>		<i>See</i> British West Indies	
<i>See</i> Malay States (Unfederated)			
<b>United States</b>		<b>W</b>	
Agricultural products, price situation	310	<b>Wallboard</b>	
Business conditions . . . . .	368, 934	Germany, imports from Canada in 1931 . . . . .	222
Exports to Canada, Jan.-June, 1932. .	478	<i>See also</i> Building Materials	
Foreign trade, Jan.-June, 1932. . . . .	477	<b>Wallpaper</b>	
Grain crop prospects for 1932. . . . .	314	British Malaya, imports and market	264
Gypsum, duty on crushed. . . . .	81	Netherlands India, imports and market	264
Hay crop prospects for 1932. . . . .	663	<b>Wheat</b>	
Imports from Canada, Jan.-June, 1932	478	Australia, production and stocks. . .	216
Imports of farm products from Canada under three tariffs. . . . .	154, 312, 516, 650, 778, 950	New South Wales, crop prospects, 1931-32 . . . . .	543, 822
a correction. . . . .	366	dry country growing. . . . .	216
Import taxes. . . . .	160	Belgium, crop prospects. . . . .	484
Metals and minerals, duty on . . . . .	874	import regulations. . . . .	706
Reports of Trade Commissioner Fred- eric Hudd, New York City:			
September 9, 1932. . . . .	477		
December 14, 1932. . . . .	948		
December 21, 1932. . . . .	987		



	PAGE		PAGE
<b>Wheat—Con.</b>		<b>Wheat—Con.</b>	
Brazil, imports in 1931.. . . . .	28	Spain, crop prospects for 1932.. . . .	292
from Canada in 1931-32.. . . . .	232	Sweden, imports in 1931.. . . . .	288
China, imports in 1931.. . . . .	1	Switzerland, import regulations.. . .	292
from Canada . . . . .	3	imports, Jan.-June, 1932.. . . .	291
Jan.-April, 1932.. . . . .	78	production.. . . . .	291
Cyprus, imports in 1931 . . . . .	661	United States, crop forecast for winter	
Czechoslovakia, imports in 1931.. . .	218	in.. . . . .	987
Egypt, duties changed.. . . . .	246	Yugoslavia, crop prospects for 1932..	293
imports in 1931.. . . . .	914		
production and consumption.. . .	914, 919	<b>Whisky</b>	
Estonia, import restrictions.. . . . .	904	Argentina, duties changed.. . . . .	82
France, crop conditions.. . . . .	931	<i>See also Beverages (Alcoholic)</i>	
imports, Jan.-Sept., 1932.. . . . .	932	<b>Wine</b>	
mixing regulations.. . . . .	162, 296, 937	<i>See Beverages (Alcoholic)</i>	
Germany, imports in 1931.. . . . .	217	<b>Wood</b>	
milling regulations.. . . . .	336	<i>See Lumber and Timber</i>	
Great Britain, imports from Canada,		<b>Woodpulp</b>	
Jan.-Sept., 1932.. . . . .	716	Central and South America, quot-	
imports into Scotland, Jan.-July,		ations for.. . . . .	729
1932.. . . . .	352	<b>Wood Products</b>	
Quota Act.. . . . .	14	Irish Free State, duties.. . . . .	840
Greece, pooling.. . . . .	229	South Africa, imports in 1931.. . . .	360
production.. . . . .	724	<b>Woodpulp</b>	
Hungary, crop prospects for 1932.. . .	524	Brazil, imports from Canada in 1931-	
India, crop estimate for 1931-32.. . .	473	32 . . . . .	235
imports.. . . . .	474	British Malaya, imports and market.	257
Italy, crop prospects.. . . . .	110, 292, 549, 699	Germany, imports from Canada in 1931	222
imports in 1931-32.. . . . .	699	Netherlands India, imports and market	257
Japan, imports and market.. . . . .	387	Siam, imports and market.. . . . .	257
Manchuria, imports and market.. . . .	450	<b>Wool</b>	
production.. . . . .	451	Australia, New South Wales, sales at	
Mexico, import prohibitions.. . . . .	842	Sydney . . . . .	444, 655
Netherlands, imports and market.. . .	224, 324, 722, 792	sales in 1931-32.. . . . .	542
milling regulations.. . . . .	377	<b>Yugoslavia</b>	
production in 1932 . . . . .	225	Foreign trade in 1931 . . . . .	24
Peru, import regulations.. . . . .	114	Tariff duties changed.. . . . .	199
import tax imposed.. . . . .	737	Trade with Canada in 1931.. . . . .	25
regulations governing production..	729	Wheat crop prospects for 1932 . . . . .	293
supplementary duty imposed.. . . .	765		
Portugal, crop prospects for 1932.. . .	74, 292		
South Africa, imports in 1931.. . . . .	356		





The following table shows the results of the experiments conducted on the 15th of June 1887. The first column contains the names of the subjects, the second column the number of trials, the third column the number of correct answers, and the fourth column the percentage of correct answers.

Name	Trials	Correct	Percentage
John	10	8	80%
James	10	7	70%
William	10	9	90%
Thomas	10	6	60%
Robert	10	8	80%
Richard	10	7	70%
Henry	10	9	90%
George	10	6	60%
Edward	10	8	80%
Charles	10	7	70%
Francis	10	9	90%
Matthew	10	6	60%
Samuel	10	8	80%
Joseph	10	7	70%
Benjamin	10	9	90%
Martin	10	6	60%
David	10	8	80%
Michael	10	7	70%
Christopher	10	9	90%
Andrew	10	6	60%
John	10	8	80%
James	10	7	70%
William	10	9	90%
Thomas	10	6	60%
Robert	10	8	80%
Richard	10	7	70%
Henry	10	9	90%
George	10	6	60%
Edward	10	8	80%
Charles	10	7	70%
Francis	10	9	90%
Matthew	10	6	60%
Samuel	10	8	80%
Joseph	10	7	70%
Benjamin	10	9	90%
Martin	10	6	60%
David	10	8	80%
Michael	10	7	70%
Christopher	10	9	90%
Andrew	10	6	60%

























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